



Bare Knuckle Selling

By Simon Hazeldine

W F Howes Ltd, United Kingdom, 2014. CD-Audio. Book Condition: New. Unabridged. 164 x 145 mm. Language: N/A. Brand New. Knockout Sales Tactics They Won't Teach You At Business School! Written by a sales veteran with a track record spanning millions of pounds and dollars in sealed deals, this book blends the best psychological, NLP (Neuro Linguistic Programming) and classical persuasion techniques with a street-wise, gritty success system based on the author's own hard experience in selling and training sales professionals at the highest level. This book strips selling back to the bone giving you the essential tools you really need to beat your competition to a pulp and win the admiration of your customers, clients and peers. Inside you will learn - ?Surefire Objection Handling Techniques ?Sneaky Tricks For Dodging The Gatekeepers ?How To Tap Into Your Top 10 State For Success ?Hypnotic Sales Techniques ?Killer Closes and The Art of The Finishing Move ? How To Hook For Powerful Results ?How Using The ABC Principle Will Boost Your Sales ?Vital Tips From A Pro For Big Game Hunting - and much more Ideal for the veteran sales person or for those just starting out in the wonderful...



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