


[DOWNLOAD](#)


Selling in Tough Times: Secrets to Selling When No One Is Buying

By Tom Hopkins

Little, Brown Company, United States, 2010. CD-Audio. Book Condition: New. Unabridged. 145 x 132 mm. Language: English . Brand New. The trick to business success is maintaining a positive attitude and enthusiasm for what you do and heeding some simple but extremely effective principles, including:

Success Is In Who You Know: working with existing clients to generate new leads for business is crucial to success in a challenging market. Potential new clients don't know where to turn for their need, especially in fields where there has been high turnover. This is where the career sales professional captures market share and thrives during a down cycle.

Retaining (and Rewarding) Customers: Build loyalty in your client base. Excellent service and consistent follow-up ensures happy customers and ongoing success.

Reducing Sales Resistance: When challenging times arise, many people choose to put off making buying decisions altogether. When you find a potential client help them overcome their fears in order not only to stay in business, but to thrive.

Converting Clients from the Competition: In slow economic times, getting new clients away from the competition will be an important option for you to consider.



READ ONLINE
[1.1 MB]

Reviews

It becomes an incredible book that we actually have possibly study. It really is rally exciting through studying period of time. I am very easily could get a satisfaction of reading through a written book.

-- **Gianni Hoppe**

A really awesome pdf with perfect and lucid reasons. It is actually rally fascinating through reading period of time. Your lifestyle period will probably be transform as soon as you total looking over this ebook.

-- **Alford Kihn**