

# High-efficiency selling - how superior salespeople get that way

## Wiley - High



Description: -

- Mortgage loans -- United States.
- Federal home loan banks.
- United States. Federal Home Loan Bank System
- United States. Navy -- Pay, allowances, etc.
- Selling. High-efficiency selling - how superior salespeople get that way
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Notes: Includes index.

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## High

Smith, review of Cold Calling Techniques That Really Work! Use a real stamp and not a postage machine. Case Study...Another effective prospector was the printing salesman who sold customized letterheads, business cards and brochures. Schiffman's breakthrough techniques help you reduce stress, develop a better long-term 'fit' with customers, and -best of all- increase sales by focusing on: Attitude - the single most important factor in holding on to customers Creating your personal prospecting plan - making the calls, drafting attention and identification statements, delivering the request Executing, refining, and developing the cold call The ten commandments of contacting target companies The tools, questions, and goals you need for an effective client interview Simple - and effective - closing techniques Genres: Donec in tortor in lectus iaculis vulputate.

### **High Efficiency Selling: How Superior Salespeople Get That Way by Stephan Schiffman**

Management Group, an international sales training and consulting firm, shares with you the twenty-five traits that will distinguish you as a high-efficient salesperson.

### **High Efficiency Selling: How Superior Salespeople Get That Way by Stephan Schiffman**

Unfortunately, sales prospecting is even harder than panning for gold, but if you know where to look, and how to look your prospecting could be very profitable for you. Nam interdum justo eget nisi pulvinar et condimentum orci bibendum. This innovative and solid strategy can lead to greater sales, better time management, and improved long-term long-term business partnerships.

### **Listen to High Efficiency Selling Audiobook by Stephan Schiffman**

If you sell products with a predictable life cycle such as automobiles, you can build up an active client base so that every two to four years, you have another group of prospects. Adams Holbrook, MA , 1992, revised as Stephen Schiffman's Telesales, Adams Media Avon, MA , 2002.

## Related Books

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- [Thermodynamics for engineers - \(a first text-book\).](#)
- [Dark brown cubical rot](#)
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