

STEPHAN SCHIFFMAN
America's #1 Corporate Sales Trainer

THE ULTIMATE BOOK OF SALES TECHNIQUES

75 WAYS TO MASTER
Cold Calling, Sharpen Your Unique
Selling Proposition, and Close the Sale

The Ultimate Book Of Sales Techniques

Author :Stephan Schiffman / **Category** :Business & Economics
/ **Total Pages** : 224 pages

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Summary : Free the ultimate book of sales techniques pdf download - the secrets of breakout selling using his thirty years of experience training corporate sales forces stephan schiffman has put together a collection of the most essential techniques for succeeding in the field from getting leads and cold calling to establishing a solid relationship and closing the deal schiffman covers everything you need to know in order to improve your performance and make the sale inside this book you ll find his proven sales philosophy which includes such elements as sales don t happen unless questions are asked an objection is an opportunity in disguise a salesperson s responsibility is to help the client solve a problem no one ever made a good sale by interrupting a client whether you re new to the field or looking for a quick refresher you will finally be able to beat out the competition and take your career to the next level with the ultimate book of sales techniques

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