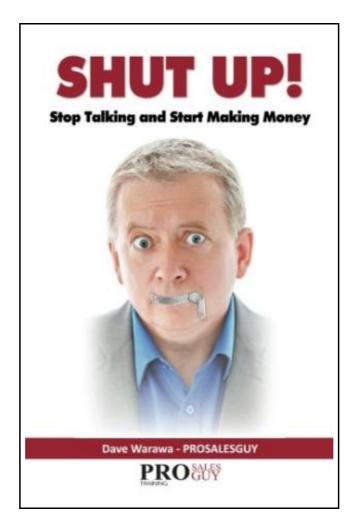
Shut Up! Stop Talking and Start Making Money: A Sales Book - 100 Practical Sales Techniques - Increase Your Sales by Listening, Not Talking!



Filesize: 6.91 MB

Reviews

This publication is fantastic. It is one of the most amazing publication i have got study. I am just pleased to explain how this is actually the best pdf i have got read through in my individual lifestyle and could be he finest publication for possibly.

(Mr. Kristoffer Hills)

SHUT UP! STOP TALKING AND START MAKING MONEY: A SALES BOOK - 100 PRACTICAL SALES TECHNIQUES - INCREASE YOUR SALES BY LISTENING, NOT TALKING!



Createspace, United States, 2014. Paperback. Book Condition: New. 213 x 137 mm. Language: English . Brand New Book ***** Print on Demand *****. Have you been led to believe that sales success is about learning killer closing techniques and being the master of selling anything to anyone? It isn t. If you want to drive mega longterm sales, get buckets of repeat business and referrals and be the top producer in your company, SHUT UP! Stop Talking and Start Making Money will fast track your success. You don t have to be the best presenter or stunning public speaker. Your customers don t care what car you drive and designer clothes you own. Decision makers want to deal with Salespeople have learned to SHUT UP and stop selling them something they don t want to buy. They want to engage with Salespeople who get it! In this book, you will learn The Five Success Skills of Professional Salespeople in B2B (Business to Business selling) and B2C (Business to Consumer selling): Ask Great Questions - Get great answers to find the true needs of your client. Actively Listen - SHUT UP and hear what your customer is telling you. Paraphrase - Capture the meaning of what was said and confirm the message.Summarize the Customer s Full Needs - The master paraphrase! Project a Positive Personality - Have fun and enjoy the process! Sales success is not rocket science. Stop closing your customers and start connecting with them! Too many Salespeople blow a sale by focusing on their commission, bonus and ego. They rush the sales process to prove to their Sales Manager that they are filling their sales funnel with the required activity level in cold calls, appointments and presentations. The quality of your client engagements will make the biggest difference in your...

- Read Shut Up! Stop Talking and Start Making Money: A Sales Book 100 Practical Sales Techniques Increase Your Sales by Listening, Not Talking! Online
- Download PDF Shut Up! Stop Talking and Start Making Money: A Sales Book 100 Practical Sales Techniques Increase Your Sales by Listening, Not Talking!

Related Books



America's Longest War: The United States and Vietnam, 1950-1975

McGraw-Hill Education - Europe, United States, 2013. Paperback. Book Condition: New. 5th. 206 x 137 mm. Language: English . Brand New Book. Respected for its thorough research, comprehensive coverage, and clear, readable style, America s...

Save ePub »



Hands Free Mama: A Guide to Putting Down the Phone, Burning the To-Do List, and Letting Go of Perfection to Grasp What Really Matters!

ZONDERVAN, United States, 2014. Paperback. Book Condition: New. 211 x 137 mm. Language: English . Brand New Book. Rachel Macy Stafford s post The Day I Stopped Saying Hurry Up was a true phenomenon on...

Save ePub »



Homeschool Your Child for Free: More Than 1,400 Smart, Effective, and Practical Resources for Educating Your Family at Home

Random House USA Inc, United States, 2009. Paperback. Book Condition: New. 2nd. 229 x 185 mm. Language: English . Brand New Book. Provide a solid education at home without breaking the bank. Introduced in 2000,...

Save ePub »



Nickel Plated

Amazon Encore, United States, 2011. Paperback. Book Condition: New. 206 x 137 mm. Language: English . Brand New Book. It was weird to just get a contact out of nowhere. She was a kid, though,...

Save ePub »



The Mystery of God s Evidence They Don t Want You to Know of

Createspace, United States, 2012. Paperback. Book Condition: New. 276 x 214 mm. Language: English . Brand New Book ***** Print on Demand *****. Save children s lives learn the discovery of God Can we discover God?...

Save ePub »