

[Download] Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients

CONTINUE ►

What causes potential clients to say "Yes" or "No" to our proposals? Well, if we could read our potential clients' minds, we would see the five questions they use to make their decisions. Five questions? Yes. We will know the exact sequence and importance of these decision-making or decision-breaking questions. And 80 percent of this process happens even before our presentations or proposals begin. What does this mean to us in real life? No more convincing, proving, and information dumps. Instead, we will allow our prospects to willingly volunteer to do business with us, before we even propose solutions. Enjoy this clear and fascinating journey into our potential clients' minds. Discover why the old-school sales techniques of the 1980s no longer work. Our prospects are over-marketed to, are subject to constant advertising, and can search for their own solutions online. But none of this matters when we do our job of guiding them through the minefield of insecurity and doubt. In the new world of instant decisions, we need to master the words and phrases to successfully move our potential clients to lifelong clients. Easy...when we can read their minds and service their needs immediately. Can we master these new words, phrases, and five questions quickly? Of course we can, and this audiobook shows us how. Let sales experts Bernie De Souza and Tom "Big Al" Schreiter share their secrets of instant rapport through closing. Order your audiobook now!

CONTINUE ►

Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients pdf free
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients epub download
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients online
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients epub download
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients epub vk
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients pdf download
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients read online
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients epub
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients vk
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients pdf
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients amazon
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients free download pdf
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients mobi
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients PDF - KINDLE - EPUB - MOBI
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients download ebook PDF EPUB, book in english language
[download] Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients in format PDF
Getting "Yes" Decisions: What Insurance Agents and Financial Advisors Can Say to Clients download free of book in format