



The Accidental Salesperson: The Handbook for Selling Like a Professional in Everyday Life

By Allan Barmak

iUniverse, United States, 2007. Paperback. Book Condition: New. 223 x 147 mm. Language: English . Brand New Book. Almost every situation you face in life is a sales situation. You started at a young age when you tried to negotiate with your parents for a later bedtime, and you are still selling today, whether intentionally or by accident. Did you ever trade baseball cards when you were a kid? That s sales. Did you ever negotiate with your friends as to which clothes Barbie got to wear? That s sales. The Accidental Salesperson not only teaches you how to identify sales interactions, but also walks you through the steps of the sales process to help you achieve success in the long run, regardless of whether you are an accidental or a professional salesperson. Whether you are closing a million-dollar deal or just trying to get your kids to eat their vegetables, top sales rep Allan Barmak outlines a few key elements you need: Identify your potential sales target Engage in dialogue to learn more about your prospect Negotiate Close the deal By following these simple steps, you can find the inner salesperson you never knew existed and lift your career...



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