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## Selling for Dummies

By Tom Hopkins

HarperCollins Publishers Inc, United States, 2006. CD-Audio.  
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Brand New. Persuading other people to say yes is an essential skill in life whether you re selling a product, an idea, or yourself. Packed with tried-and-true tips and real-life examples, this revised edition walks you step by step through the fundamentals of successful selling, with an emphasis on the Internet. So take this valuable guide and close the deal! Discover how to: Use the art of selling to get what you want Create winning presentations Hone your people skills Boost sales by building relationships Handle rejections.



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