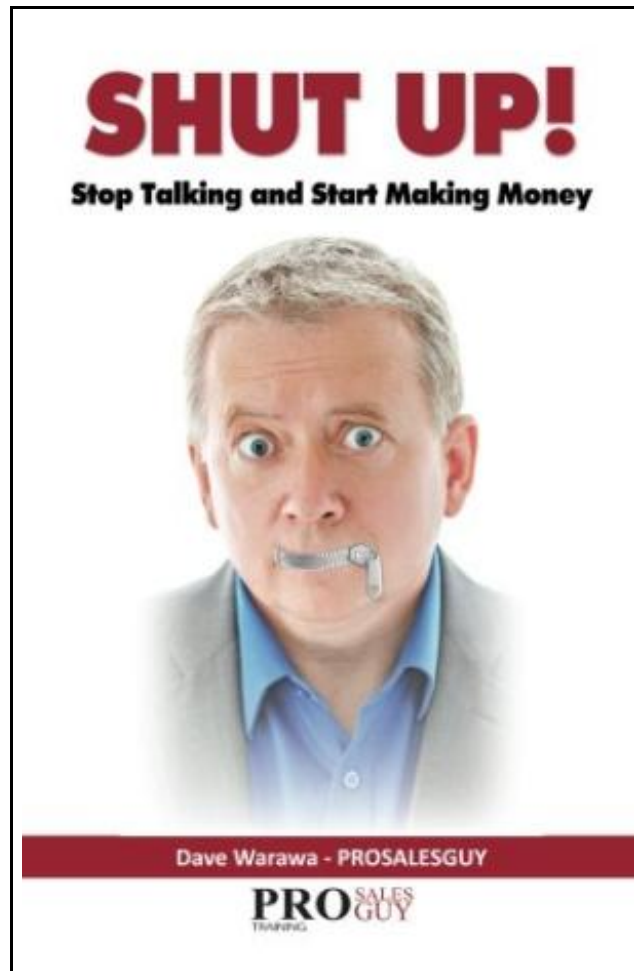


Shut Up! Stop Talking and Start Making Money: A Sales Book - 100 Practical Sales Techniques - Increase Your Sales by Listening, Not Talking!



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Reviews

It is great and fantastic. Better then never, though i am quite late in start reading this one. Your life period will likely be transform once you comprehensive reading this book.
(Blanca Davis)

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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 long-term 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 who 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...

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