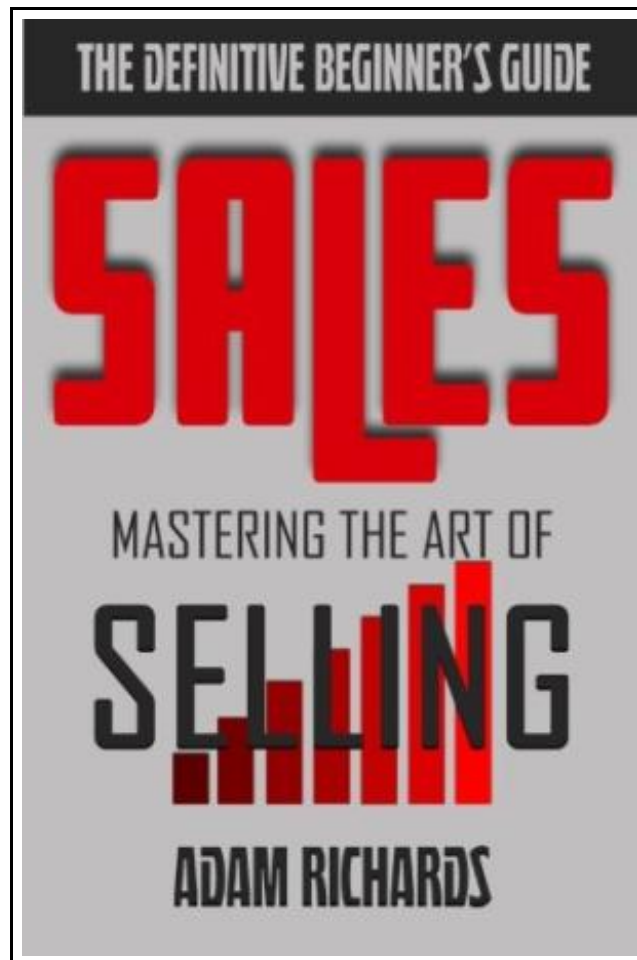


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Createspace Independent Publishing Platform, United States, 2016. Paperback. Book Condition: New. 203 x 133 mm. Language: English . Brand New Book ***** Print on Demand *****.Sales: Mastering The Art Of SellingYou are about to discover what every successful salesperson knows and how to duplicate their results!In Sales: The Definitive Beginner s Guide you will learn how to master the art of selling and to start with, the inner game of sales. It starts with you and you will learn the ethical way to about it, thus becoming a successful salesperson without losing your soul in the process. Successful salespeople have in common a set of 10 characteristics and we will discuss them in the second chapter, so you know what is expected of you, and ways you can improve the ones that you already possess.Furthermore, you will learn how to increase your effectiveness by asking the proper questions and what kind of questions you should be asking depending on the situation at hand. Making mistakes is actually a good thing, as they are part of the learning process we all must go through before we master anything. However, there are 10 quite common mistakes that most salespeople usually make (you probably have done some of them yourself) and by becoming aware of them, you will be able to cross them off your list, thus becoming a more successful salesperson in the process.It doesn t matter if you have been working on sales for a while or you are just starting out, you will always need to handle objections. Simply put, they don t go away. However, how can you handle objections if you don t know they exist? In the fifth chapter, we will discuss about hidden objections and you will discover 12 techniques that can help you overcome them...



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