



Act Like a Sales Pro: How to Command the Business Stage and Dramatically Increase Your Sales with Proven Acting Techniques

By Julie Hansen

Career Press, United States, 2011. Paperback. Book Condition: New. 226 x 152 mm. Language: English . Brand New Book. Act Like a Sales Pro was a finalist for TOP SALES AND MARKETING BOOK OF 2011 and featured on the cover of Ken Blanchard's Sales and Service Excellence Magazine and her articles have appeared across the globe. Julie Hansen knows how to cut to the chase. In her book, she engages readers in conversation, drawing them in like the best salespeople and improv actors, making the connection that builds relationships and drives business. --Mike Cote, editor, ColoradoBiz Julie brings a whole new approach to sales training by incorporating the latest in acting techniques into the art of the sale. --Jackie Purmort, director of corporate support, Colorado Public Radio Unleash your inner performer! Act Like a Sales Pro shows how acting and improv skills can help sellers fearlessly deliver a more compelling and authentic performance. Julie Hansen has written an insightful, creative, and powerful guide to achieving greater sales success with confidence. --Diane Conway, author of What Would You Do if You Had No Fear? Act Like a Sales Pro brilliantly blends acting and improv skills with sales tactics for a...



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