

Sales Closing For Dummies

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Sales Closing For Dummies

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Closing the Sale. Empathy is an intimate understanding of the feelings, thoughts, and motives of another. That's why empathy is of prime importance in professional selling. Empathy is putting yourself into the prospect's shoes. It's knowing and feeling what your prospect is feeling. It's knowing exactly how to proceed depending on the ...

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Sales - dummies

Develop your closing instinct with the help of the following guidelines: When you feel the client warming up to the sale by asking more questions, leaning forward,... Have at least six closing strategies in your arsenal because most clients dodge making... Close with sincerity and empathy for ...

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This book is a great book for someone who is interested in Sales but hasn't really taken the time yet to learn the information associated with it. ... Selling for Dummies Disc 1 ... Closing the ...

Selling for Dummies Disc 1

Closing a Sale In A Day For Dummies outlines the anatomy of a sales closing, offers strategies for asking the right questions, and gives you invaluable tips for overcoming tough customers.

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sales representative, sales manager, and sales trainer. In short, in 101 ways to succeed in selling, Greg Gore gives you the best of thirty years of sales experience distilled into a small gem of a book.

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Whether you're a newcomer to sales or a savvy pro, Sales Closing For Dummies(R) will help you turn opportunity into bottom-line results! Become a Champion Closer Lead a sale without being pushy Read the signs of an interested potential buyer Use questioning methods that lead to the close time and time again Help clients feel good about their buying decisions Keep your clients' business and develop loyalty

Sales Closing For Dummies : Tom Hopkins : 9780764550638

Sales closing for dummies. [Tom Hopkins] -- This guide is written for people wanting to learn how to sell a product or service and how to close a sales deal. It provides advice and strategies for improving sales techniques.

Sales closing for dummies (Book, 1998) [WorldCat.org]

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