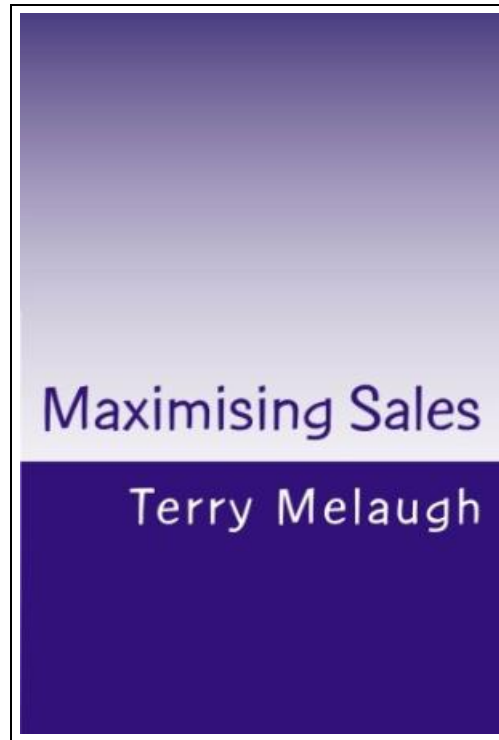


Maximising Sales (Paperback)



Filesize: 3.26 MB

Reviews


Complete guideline for publication fanatics. It is actually written in straightforward words rather than confusing. I am effortlessly could get a pleasure of looking at a written book.

(Kirstin Schuppe)

MAXIMISING SALES (PAPERBACK)



Createspace, United States, 2014. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Here s what one reviewer had to say about this book: This book will provide you with a series of techniques, ideas and methodologies which you can immediately apply to generate sales. How to put winning sales techniques into practise. How to cultivate customer loyalty. Convert leads to sales. How to eliminate the fear of rejection. How to overcome the most common objections. Get the sale when what you are selling is not the cheapest. 14 qualities of a successful salesperson. 12 ways to improve your listening skills. 13 reasons you need to set goals. The 9 issues that will interest any buyer. The top 11 buyer concerns. Understanding the customer s motives for buying. How to improve your productivity. Why people buy. The 6 type of salespeople that customers prefer to buy from. The top 22 emotional reasons for buying. 24 things you should try to find out about your customers. How to generate extra business from your existing customer base. How to generate more leads. How to elicit more referrals. Why your opening is just as important as your closing. How to handle cold calling. How to identify and target the decision makers. How to create empathy and build trust. 10 things you must include in every written proposal. How to give a great sales presentation AND capture the business. Hi, my name is Terry Melaugh. I have worked for thirty years in senior positions with multinational companies in the textile, motor and food industries. I have distilled the techniques I have learned into this book which is packed with practical suggestions to help you improve your sales skills. ANYONE can improve their sales skills. You just need the RIGHT ATTITUDE...

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