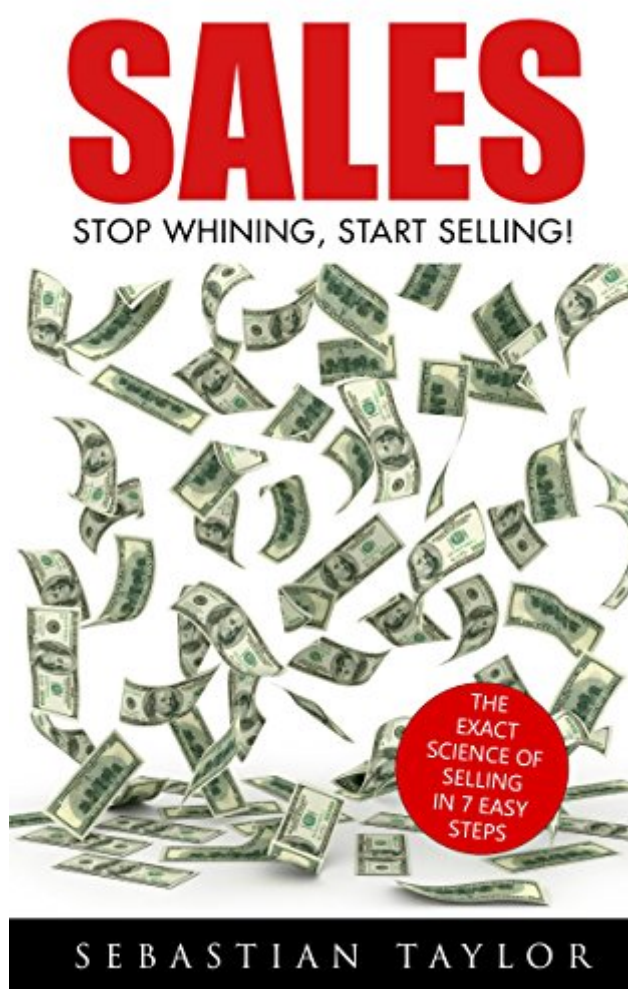


The book was found

SALES: The Exact Science Of Selling In 7 Easy Steps (Sales, Sales Techniques, Sales Management, Sales Books, Sales Training, Closing, Closing Sales)



Synopsis

THE EXACT SCIENCE OF SELLING IN 7 EASY STEPS This is sales training with a difference. 'Stop Whining, Start Selling!' will guide you through the ABC'S of selling and show you techniques which are practical and useful, yet not frequently applied by most sales individuals - giving you the edge on your competition and even your colleagues. Significantly improve your selling ability immediately so that the next time you answer a sales call, deliver a sales pitch or speak to a prospective customer you will be able to apply these techniques and watch your sales figures increase from here on out. This book will teach you how to become slick, likeable and unassuming - you will never have to hard sell again! Learn how to become more charismatic and most importantly discover how to STOP selling your product and get the customer to want to BUY. Apply the secret weapons of the top salespeople from all over the world and overcome issues that separate the average salespeople and the highest paid sales masters! Read this book TODAY and watch your figures increase TOMORROW! Watch Your Figures Instantly Increase By Learning: How to nail the first 20 seconds of a sales call and avoid the fatal mistake that most salespeople make every single day How to transition from the conversation into the close without making you or your prospect feel uncomfortable Why you should rethink your closing technique with these 7 tried and tested powerful strategies to close the sale faster Master objection handling and sales barriers Learn the psychology of how to win business with body language BONUS: 7 Proven ways to create your own luck BONUS: How to make sales calls like a pro And much more! Who wants to sit in training sessions for hours or read long boring sales books when you have all the secrets, tips and psychology on how to become successful - and you will learn it all in less than 40 minutes! Discover 7 of the most effective, powerful and researched backed sales techniques that you can begin using TODAY. Tags: Sales, Sales Techniques, Sales Management, Sales Books, Sales Training, Closing, Closing Sales, Closing the Deal, Call Centre, Phone Sales, Sales Scripts

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Customer Reviews

Sales are the activity related to selling or the amount of goods or services sold at a given time.

Selling can be very challenging these days because everything is within the touch of your palm. Be it product or service they're all available in the internet. This eBook will help you and provide you a better understanding on seven of the most effective, powerful and well-researched sales techniques that you can apply. I believe in "luck" and that topic is what I like the most in this eBook. Sebastian Taylor gave us a detailed explanation on how we can create our own luck. You will also learn the pro tips on mastering the art of cold calling. I find this eBook very practical and informative. Highly recommended most especially to people in the sales industry...

This is a book about selling. The title suggests it is aimed at sales professionals but it would probably be of interest to anyone who has to sell anything. It is inexpensive, relatively short (roughly forty pages), a quick read, and filled with practical advice and strategies for selling stuff. No complicated theory, plenty of "how to" and a few "do's and don'ts". It is organized with an introduction and a series of short chapters dealing with body language (mirroring, open stance, leaning in, confidence); unique selling point (defining yours and articulating it to the buyer); positivity (yours, focusing on the buyer, being likable, personal appearance); listening and communication; about the competition; handling objections and overcoming sales barriers; and closing strategies (indirect, confirmation, scarcity, direct). It also includes a bonus section offering tips on creating your own luck and a six-point sales call checklist. This book packs a lot of good information into a small package. If I were a sales manager, I would read it for myself and make sure frontline sales crew got copies.

As someone who has a few small businesses, I found this book to be an excellent practical guide on how to improve one's selling techniques. It's well structured and given the size of the book covers a large amount of material. Of particular benefit to me was the section which details the different methods on how to specifically close a sale. A great user's guide to anyone looking to improve their knowledge and ability in sales!!

This book has the top selling strategies to get any seller going. Specific techniques easily explained such as how one can overcome different barriers in the sales world and some other tips I really liked and will put to use myself. Selling is very difficult but with this simple and clever guide anyone can maximize their selling ability and sales!

Sales is the lifeline on every business and having a low sales is a big problem, so having this book giving good advice's to keep your business survive is really a blessing, and I am very happy that I bought this book. Well, the idea and the guide of this book is really applicable on every business.

I'm really impressed with the amount of tips that this guide book has. I think this book will really be helpful for us. In this book the information is organized in a logical way that's easy to access, read and understand. It is indeed a good read and I highly recommend this book to everyone. It's really worth spending my money and time on this book.

This book is a must read for sales professionals as you may get to learn many techniques and tips for sales. If you are lacking some where as a sales guy, you can learn this book and cover those mistakes easily.

You will learn that you do not need to fall under the sales person stereotype, which is a "super-friendly, overly optimistic, always dressed-to-kill and deceitful manipulators". You can continue being yourself with just a little change in attitude. Sales expertise is not about deception or manipulation. It is about mastering your product, knowing your clients and improving yourself.

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