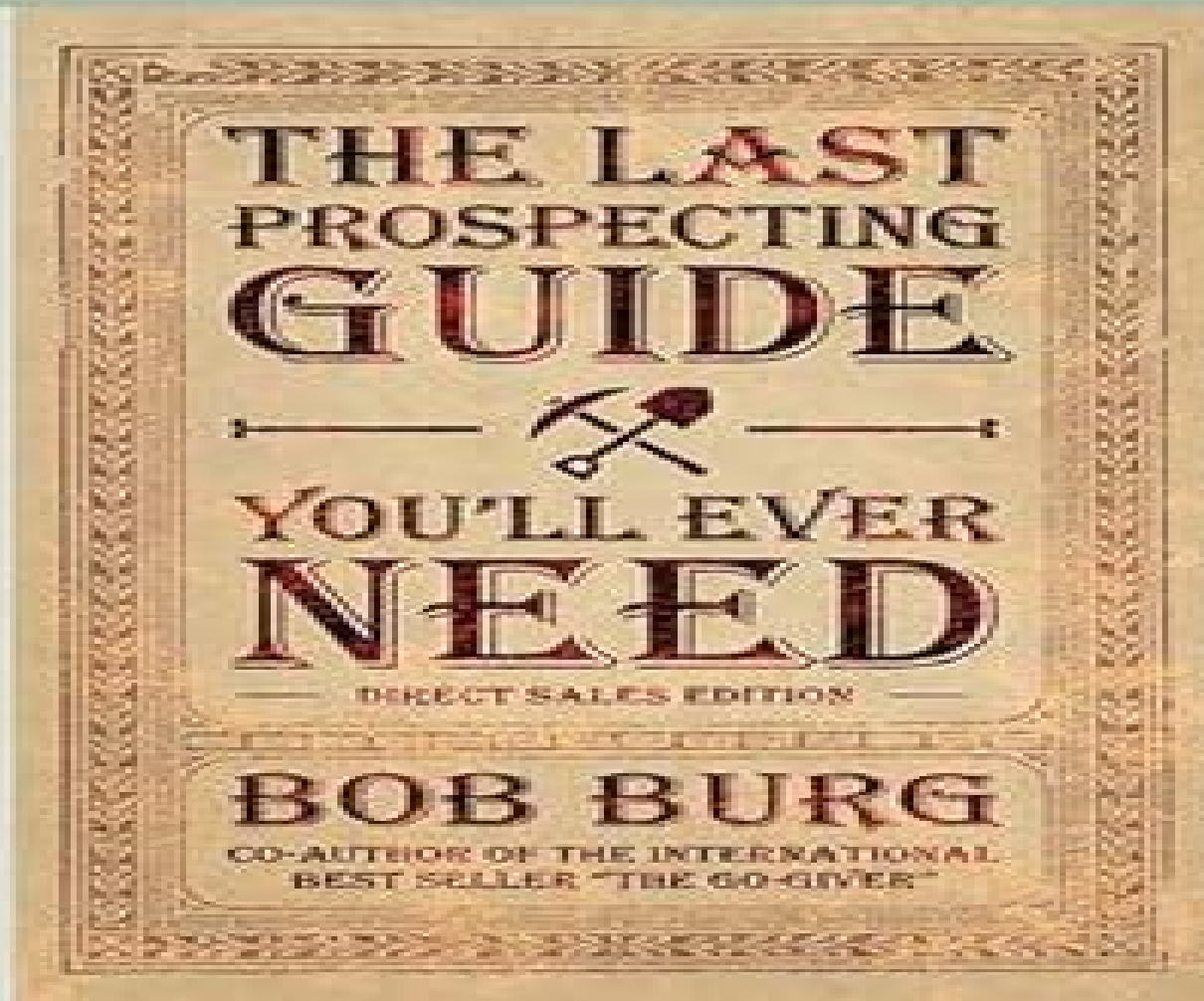




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The Last Job Search Guide You'll Ever Need Steven John Rothberg, 2002-09 **Smart Calling** Art Sobczak, 2020-06-23 Master cold calling and eliminate rejection forever In the newest edition of *Smart Calling* Eliminate the Fear Failure and Rejection from Cold Calling celebrated author and sales trainer Art Sobczak packs even more powerful insight into what many people fear prospecting by phone for new business This best selling guide to never experiencing

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The Sales Manager's Guide to Greatness Kevin F.

Davis, 2017-03-28 2018 Axiom Business Book Award Winner Silver Medal. Straightforward advice for taking your sales team to the next level. If your sales team isn't producing the results expected, the pressure is on you to fix the situation fast. One option is to replace salespeople. A better option is for you to optimize your performance as a sales leader. In *The Sales Manager's Guide to Greatness*, sales management consultant Kevin F. Davis offers 10 proven and distinctly practical strategies, skills, and tools for overcoming the most challenging obstacles sales managers face and moving your team ahead of the pack. This book will help you learn the 6 sales rep instincts that can cripple your management effectiveness and replace these instincts with a more powerful leadership mindset. True sales leadership begins with improving the leader within. Stop getting bogged down by distractions, become more proactive, and find more time to coach, lead, and inspire your salespeople. Get every salesperson on your team to be more accountable and driven to achieve breakthrough sales results. Master the 7 keys to hiring great salespeople. Create a more customer-driven sales team by blending the buyer's journey into your sales process. Speed up the improvement of your team by mastering the 7 keys to achieving better coaching outcomes. Excel at the most challenging coaching conversation you face: how to solve a sales performance problem that is caused by a rep's lousy attitude. Attain higher win rates by intervening as a coach at the most critical stages of a buying cycle. Quickly identify opportunities at risk and coach more deals to the close. Discover why so many salespeople fail at sales forecasting and how to impress your company's upper management by submitting more accurate forecasts. And much more. You can apply the strategies outlined in this book immediately to take control of your time and priorities as a sales manager, become more strategic, deliver high performance coaching that grows revenues, and ultimately drive your team to greatness.

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The Lost Art of Closing Anthony Iannarino,2017-08-08

Always be closing Glengarry Glen Ross 1992 Never Be Closing a sales book title 2014 salespeople everywhere 2017 For decades sales managers coaches and authors talked about closing as the most essential most difficult phase of selling They invented pushy tricks for the final ask from the take delivery close to the now or never close But these tactics often alienated customers leading to fads for the soft close or even abandoning the idea of closing altogether It sounded great in theory but the results were often mixed or poor That left a generation of salespeople wondering how they should think about closing and what strategies would lead to the best possible outcomes Anthony Iannarino has a different approach geared to the new technological and social realities of our time In The Lost Art of Closing he proves that the final commitment can actually be one of the easiest parts of the sales process if you've set it up properly with other commitments that have to happen long before the close The key is to lead customers through a series of necessary steps designed to prevent a purchase stall Iannarino addressed this in a chapter of The Only Sales Guide You'll Ever Need which he thought would be his only book about selling But he discovered so much hunger for guidance about closing that he's back with a new book full of proven tactics and useful examples The Lost Art of Closing will help you win customer commitment at ten essential points along the purchase journey For instance you'll discover how to Compete on value not price by securing a Commitment to Invest early in the process Ask for a Commitment to Build Consensus within the client's organization ensuring that your solution has early buy in from all stakeholders Prevent the possibility of the sale falling through at the last minute by proactively securing a Commitment to Resolve Concerns The Lost Art of Closing will forever change the way you think about closing and your clients will appreciate your ability to help them achieve real change and real results

How to Say it: Creating Complete Customer Satisfaction Jack Griffin, 2013-03-05 A guide to effectively communicating with customers to create lasting and repeat business relationships This book provides practical results oriented guidance for effective communication with customers through sample words phrases scripts and strategies applied to real world examples Unlike the vast majority of books that deal with customer communication How to Say It Creating Complete Customer Satisfaction does not separate sales from customer service communications but instead integrates them into a single book Readers will learn how to Speak the language of Yes by asking the right questions Get referrals through established customers Offer value through solutions satisfaction and trust Anticipate and preempt objections Own a problem by owning the solution

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