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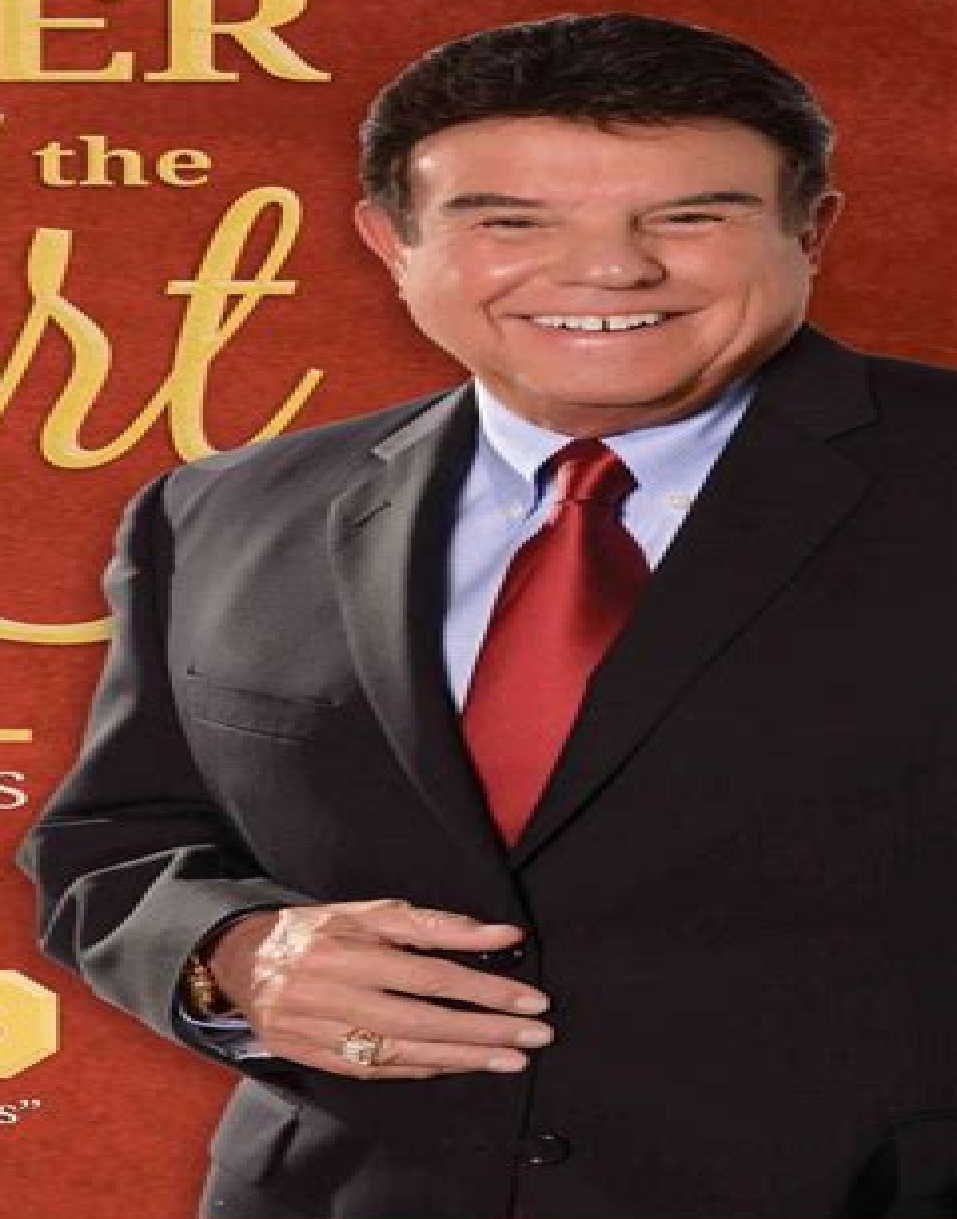
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FINANCIAL SERVICES

with

TOM HOPKINS

"The Builder of Sales Champions"



How To Master The Art Of Selling Financial Services

Tom Hopkins



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re aiming for in order to be successful How do you perfect your prospecting skills and make it fun and profitable No one knows the answer to that question better than the legendary Tom Hopkins who earned more than one million dollars in commissions during the first three years of his sales career Over the course of the past 25 years he s been teaching others to do the same There are four precise categories that every prospect falls into Do you know who can use for your product or service Do you know which ones can afford it Ignore these key points and you will struggle Use them correctly and you can write your own ticket to close limitless sales and have fun in the process In sales time is your most valuable commodity and wasting it is a very expensive lesson Quota Busting Prospecting Skills Strategies to Make Prospecting Fun Profitable teaches you just how to make the most of your time with a smile Discover which prospects are qualified before you even approach them and stack the deck in your favor In this program you ll learn the secrets to Finding the people to sell to Learning the nuances of Non Referral prospecting Getting others to refer their friends to you Finding fortune and felicity with the phone Using Tom s timeless techniques you can keep your pipeline full and bust all your quotas Now you can build a strong loyal customer base that promises both fun and fortune

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When Buyers Say No Tom Hopkins,Ben Katt,2014-04-01 This is a complete and practical guide which highlights the authors new strategic approaches to selling when the buyer initially declines or is resistant on a sales opportunity Hopkins and Katt explain that most sales reps take a traditional linear approach to selling but that the trick in closing is in taking a more creative and circular approach That s the key It all starts with how the buyer initially says No Too many sales reps don t pay close attention as to how that s presented Hopkins and Katt point out that no may suggest all sorts of other options avenues that can eventually lead to the buyer actually saying yes The authors introduce a novel concept called the Circle of Persuasion which offers sales reps a new approach in this potentially tricky process Along the way WHEN BUYERS SAY NO details prescriptive steps and even sample dialogues that will instruct and guide sales professionals on how to best cultivate buyer seller relationships There s particular emphasis on how to establish the kind of rapport that ultimately leads to a successful close

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