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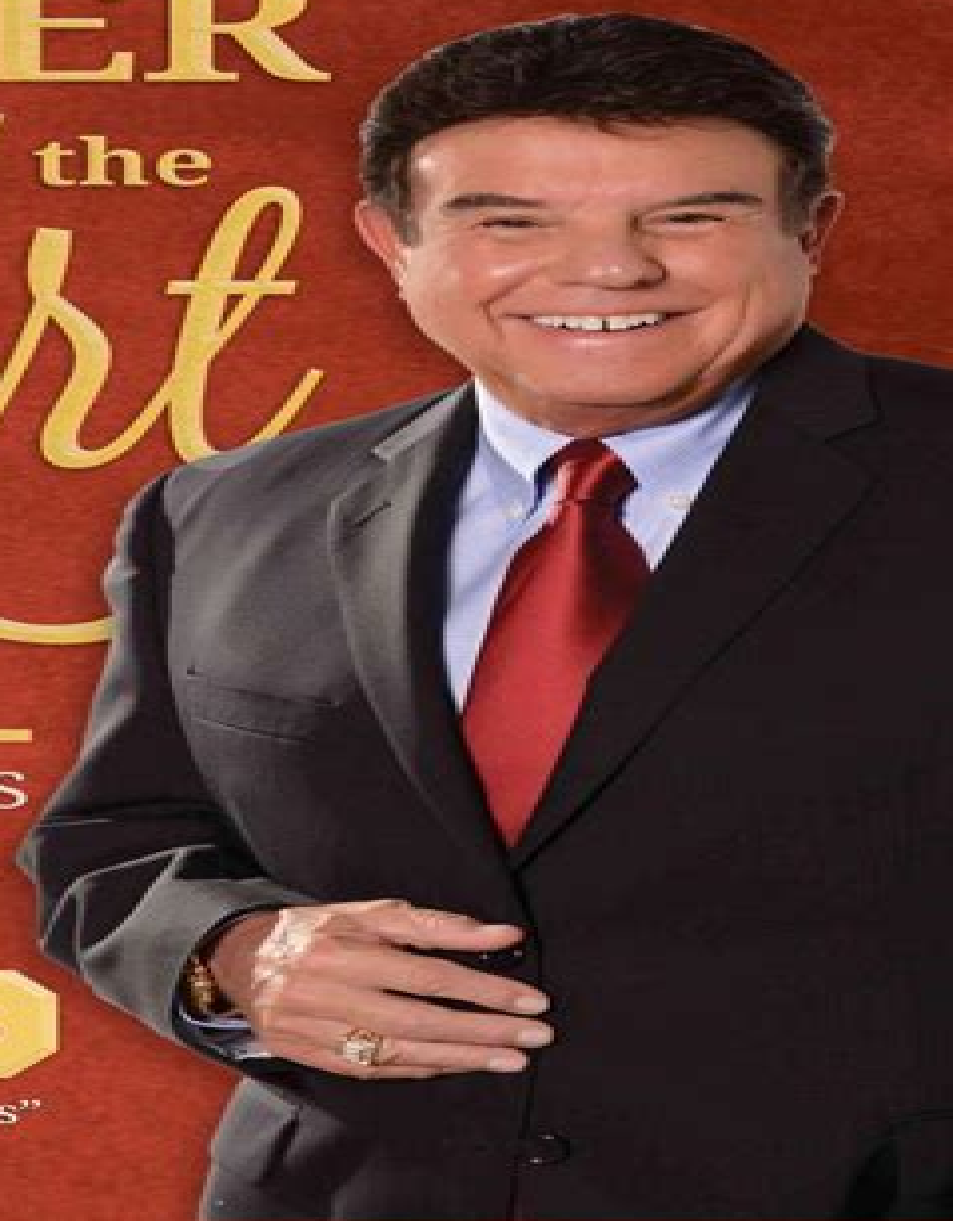
SELLING

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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How to Master the Art of Selling Financial Services Tom Hopkins, 2016-02 Whether you're a financial services expert or novice you understand the business You've worked hard to gain your product knowledge You watch industry trends But do you know how to talk to clients so they'll listen The Art of Selling Financial Services depends upon the collaboration of listening and understandably communicating to clients Learning how to quickly gain the trust of others get them to like you take your advice and become long term clients is the foundation for every successful business Tom Hopkins has been training in the financial services industry since 1990 and he has developed methods to help you communicate to your clients and you understand what your clients want from you Once you know what clients want you can learn how to provide it Financial services representatives have turned to Tom Hopkins for years for his proven effective professional selling strategies which have helped them learn how to help more of their clients make financial planning decisions How to Master the Art of Selling Financial Services will help you Learn effective ways to talk with clients and calm their fears Ask the right questions to get clients talking about their needs Implement client feedback so that you can provide your best service Increase your sales ratios with closing strategies that make sense to your clients Grow your business with powerful yet simple referral strategies Tom Hopkins methods will teach you how to master the art of selling financial services more effectively and efficiently than ever before

How to Master the Art of Selling Financial Services Tom Hopkins, 2009 **How to Master the Art of Selling** Tom Hopkins, 2015-05-04 You're in sales Whether you call it persuasion or sharing it all boils down to the same thing Your aim is to get other people to accept you your product or your idea Within these pages are hundreds of ideas for doing just that Not only are the ideas here but the words and phrases that make them work are here as well Tom Hopkins is unique in that he won't teach you any strategy that he hasn't proven to work successfully in real life selling situations One single strategy alone has tripled the sales volume of many readers That's why the book is recognized as a classic 25 years after its first printing This book is written in clear easy to understand language There's no hype or theory here just proven effective how to strategies to help you increase your sales volume immediately Need help in a specific area Check out the detailed index The answers to nearly every concern or objection are literally at your fingertips Save yourself the time it took Tom to master the art of selling It's all wrapped up in these pages for you *How to Master the Art of Selling In Under 50 Minutes*

Tom Hopkins, 2015-05-12 In order to achieve great success in the field of selling you need product knowledge people skills and discipline Your company provides product knowledge and gives you an idea of who your ideal clients will be You provide your own discipline to learn the ropes be well organized and treat your clients well Tom Hopkins teaches you the people skills aspect of selling Tom Hopkins is a master sales trainer and an authority on the subject of selling He has authored 18 books on the subjects of selling and success Nearly three million copies of his books have been purchased and read by those who are serious about their selling careers Tom has also personally instructed over five million sales pros on

five continents through live events Learn the psychologically sound fundamentals of a career in selling including the right words to use how to get referred leads where to find new business the types of questions to ask in order to get the answers you need and exactly what to say to close sales This abridged version of Tom s textbook size *How to Master the Art of Selling* is an ideal starting point for anyone who is new to sales It s a great refresher for a sales veteran too The more nuances of selling you are aware of the more opportunities for success you will create Learn the most effective selling strategies of the last 40 years by reading this book *Sell It Today, Sell It Now* Tom Hopkins,2016-09-01 Have you discovered the power of the one call close *Sell it Today Sell it Now* by sales champion Tom Hopkins is your ultimate reference guide to planning and perfecting the art of one call closing Whether you are an established sales professional with a long track record of achievement or a newcomer yet to make that first sale you will learn why hundreds of thousands of salespeople use this book as a resource for new techniques and surprising insights You will discover how easy it is to Employ the 15 keys of overcoming objections Overcome your fear of closing Manage the 4 concepts that control all sales Let your customers answer their own objections Master the art of the one call close Once you get a taste of this easy going soft selling results only system you ll absolutely love it and never want to sell any other way This step by step sales training book holds the key to your successful sales career *16 Power Closes* Tom Hopkins,2015-05-28 ATTENTION SALES REPS What s that beautiful sound you hear Is it the babbling of a clear cold brook Is it the laughter of an innocent child Is it the tender refrain of a meadowlark No It s the sweet sound of YES the sweetest sound in Sales Learn how to smoothly create an abundance of closing opportunities and get more Yesses than ever before The hallmark of every master closer is knowing several ways to close deals Now you can know just when to act when to hold back and exactly when to close Learning this one simple approach means you ll be able to close more sales in less time with happier customers every time But where do you start 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 *16 Power Closes* How to Hear More of the Sweet Sound of YES will show you in crystal clear detail the exact steps you need to take in every sale You ll learn not just How but Why plus how to close with integrity and pride Discover 16 ways to take any prospect through each step methodically and get to that sweetest of sounds the word YES In this timely book Tom reveals all there is to know about Getting over the Objection Connection What to do before closing for more sweet success *16 Power Closes* for Sales champions and those who want to be Now you can turn any objection into a closing opportunity Use the winning tactics in this book and never again fear hearing the word No from your prospects You ll know for all time how to hear more of that sweet sound of YES **Mastering the World of Selling** Eric Taylor,David Riklan,2010-07-30 Of the 17 million people in the U S who are involved directly or indirectly in sales many repeatedly acknowledge facing four major challenges No prior sales education or training Lack of formalized sales training resources and methodologies provided by their companies Due to the recession and

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Ziglar *How to Master the Art of Selling Real Estate* Tom Hopkins,1986-12 **Words on Cassette, 2002** R R Bowker Publishing,2002 **How to Master the Art of Listing and Selling Real Estate** Tom Hopkins,1991 Tom Hopkins career is the quintessential American success story from a 42 a month failure to millionaire through the real estate sales techniques he developed and perfected He has taught these techniques to more than one billion real estate pro on four continents and now shares them with readers revealing how to succeed in virtually any market *Subject Guide to Books in Print* ,1983 **On Cassette** ,1990 *Stop Selling, Start Storytelling for Profits: The Art of Brand Connection* Ahmed Musa,2025-03-11

Storytelling is one of the most powerful tools in marketing yet many businesses overlook its potential Stop Selling Start Storytelling for Profits teaches you how to use storytelling to create meaningful connections with your audience build trust and drive sales This book shows you how to craft compelling brand stories that resonate with customers and engage them emotionally By shifting from a sales pitch to a story pitch you ll learn how to humanize your brand create content that captivates and increase conversions by connecting with your audience on a deeper level If you want to stop pushing products and start building relationships this book is your ultimate guide to brand storytelling **Consultants & Consulting**

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