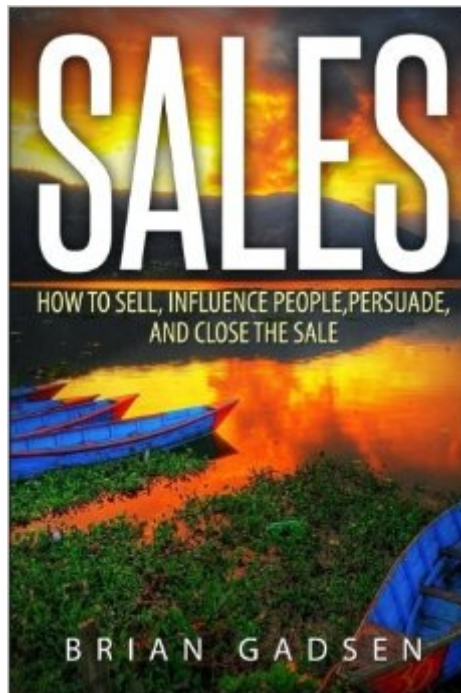


The book was found

Sales: How To Sell, Influence People, Persuade, And Close The Sale



Synopsis

Do You Want To Know How To Sell To Anyone? Would you like to improve your selling techniques? Are you having trouble influencing people to buy? Do you want to improve your sales? When you buy this book these persuasive techniques and easy tips will transform your selling skills. You'll be proud to see your increase in profit and revenue while closing more sales!

Book Information

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Average Customer Review: 4.2 out of 5 starsÂ Â See all reviewsÂ (18 customer reviews)

Best Sellers Rank: #2,803,570 in Books (See Top 100 in Books) #114 inÂ Books > Business & Money > Economics > Commercial Policy

Customer Reviews

Being a sales associate at a major retailer is fine but minimum wage sucks as we all know, and my job pays I believe five percent commission on every sale of certain brands in electronics and while my co-workers are making sales left and right, I can barely get potential customers to understand the value of the product and why they should spend it here instead of somewhere else. Then closing the deal I've yet to get real steady at being able to accomplish either but reading through the book I've gotten a way better understanding and gained more confidence in how to approach the client/customer and appease to them and close the sale all within a timely manner.

I've read and taken many sales books and courses and this is a new and refreshing way of looking at sales. In a nutshell, this book divides the type of customers you'll be selling to which will help increase the chance of you selling to that customer. It will hold your hand and guide you on what and how to do when dealing with that type of customer. This is a must buy for anyone looking to improve their sales skills and for myself, I cannot wait to apply it when I get to work later!

I am in sales as an Insurance Agent full time, so selling and influencing people is the key to success

for me. I picked up a lot of good techniques reading this and I feel like it is really going to help me close business. The closing questions as well as information on building rapport are crucial and were by far my favorite parts of this read. If you are in sales this will benefit you.

I have a problem in talking because I'm not the type of person who likes talking, but I know I need to talk when it comes to my work and I don't know what to do. I read this book and it taught me how to sell an item properly and in a right way. I know now what the proper ways of talking are while in a job interview. The techniques in this book are explained well. Awesome book!

Good read. Exceeded my expectations...Its an interesting approach to sales, but makes a lot of sense. The author breaks down specific types of customers, and how we should deal with them. Definitely worth a read for anyone involved in sales. I even found myself laughing at times because I remembered encountering those certain types of customers.

This is a very helpful book for anyone selling. "Patience is the key to success". It contains a lot of helpful information and new inspiring things. You can also see what you are doing wrong and what not. I can recommend this book to any seller.

I had tried a couple of micro-business in an effort to be my own boss. However in my experience the question that I have is, IS THIS ENOUGH? One thing I've learned in the business world is that as long as people need it, it will never be enough. Thus making it plain and simple to know that starting a business and making it grow is a life-long process. You learn new things as time flies by. Compared to the other books I have, this one incorporates the decision makings that we have to make and keeping them simple. I really recommend the book to people who are new to business be it small or big! KUDOS!

I am new to the world of sales and am eager to soak up as much knowledge as I can about it. I have downloaded a lot of books on business and sales from the Kindle store, and this one provides much value in a short and concise book. I love how it breaks down the different types of customers, how to identify them, and how to sell to them successfully. Pick this one up because there is a lot of great information in here!

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Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips,

sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) Sales: How To Sell, Influence People, Persuade, and Close The Sale Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) Sales: Master The Art of Selling - Networking, Time Management & Communication (Productivity, Close the Sale, Goal Setting, Charisma, Influence People, Trump, Cold Calling) The Little Green Book of Getting Your Way: How to Speak, Write, Present, Persuade, Influence, and Sell Your Point of View to Others (Jeffrey Gitomer's Little Books) Speak To Sell: Persuade, Influence, And Establish Authority & Promote Your Products, Services, Practice, Business, or Cause Follow Up and Following Through in Car Sales - Salesperson and Sales Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) Close That Sale!: The 24 Best Sales Closing Techniques Ever Discovered Leadership: Leader Skills For Communication, Influence People and Business Coaching (Leadership, Influence People, Leader, Business Skills) Dealing With Difficult People: Get to Know the Different Types of Difficult People in the Workplace and Learn How to Deal With Them (How To Win People, How To Influence People) Pre-Suasion: A Revolutionary Way to Influence and Persuade Banned Methods of Persuasion: How to Covertly Convince, Influence, Persuade, and Negotiate with Anyone to Get Them to Do What You Want Overcoming Top Sales Objections: How to Handle the Most Difficult Sales Objections to Closing a Sale, Made for Success Sell & Re-Sell Your Photos: Learn How to Sell Your Photographs Worldwide Copywriting: For Beginners!: How to Write, Persuade & Sell Anything to Anyone like a Pro with Copy Fat Witch Bake Sale: 67 Recipes from the Beloved Fat Witch Bakery for Your Next Bake Sale or Party The Human Body Close-Up (Close-Up (Firefly)) The Natural World Close-Up (Close-Up (Firefly)) Understanding Close-Up Photography: Creative Close Encounters with Or Without a Macro Lens Bees Up Close (Minibeasts Up Close)

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