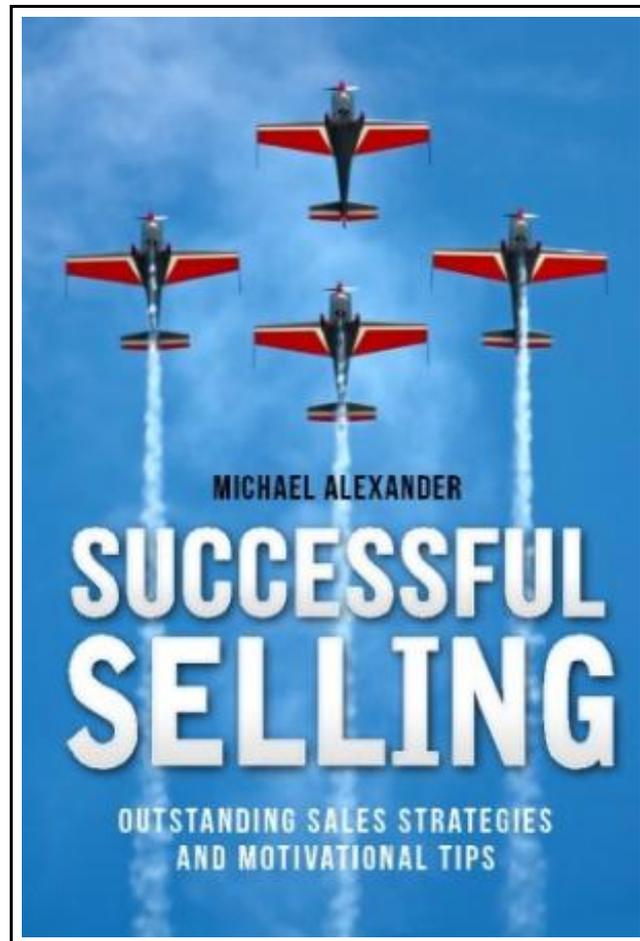


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SUCCESSFUL SELLING: OUTSTANDING SALES STRATEGIES AND MOTIVATIONAL TIPS



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Createspace, United States, 2012. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.There are thousands of books in the marketplace on the topic of Selling. Some are excellent and worth the read, but most teach outdated methods that do not work in today s business climate. The sales profession has been under tremendous pressure in the last few years to produce more results, but in today s economic environment we need to equip our sales teams with better knowledge and strategies in order for companies to succeed. The purpose of this book is to help sales professionals and sales managers understand that successful selling is not complicated and that there are easy solutions to help achieve better results. We will show you how to develop simple selling strategies and utilize our unique motivational tips to keep you focused. This book offers the reader an inside look at the skills and strategies used by the some of the world s most successful salespeople. This unique book unveils proven, practical sales strategies that can be implemented quickly for immediate success and offers life changing motivational tips that will have you re-energized and ready to tackle your next sales call or re-focus your sales team. It is designed for the on-the-go salesperson and sales manager and will not slow you down with long theory or case studies. These outstanding, unique tips will assist you in making your selling careers even more successful. Whether you are selling B2B or B2C, you will want to continually reference this book to help keep you motivated on your journey to sales success.



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