



Bare Knuckle Selling: Knockout Sales Tactics They Won t Teach You at Business School (Paperback)

By Simon Hazeldine

Rethink Press, United Kingdom, 2011. Paperback. Book Condition: New. 2nd Revised edition. 214 x 138 mm. Language: English . Brand New Book ***** Print on Demand *****.The Essential Sales and Persuasion Manual For All Self-Respecting Sales Professionals. Written by a sales veteran with a track record spanning millions in sealed deals, this book blends the best psychological, NLP (Neuro Linguistic Programming) and classical persuasion techniques with a street-wise, gritty success system based on the author s own hard-won experience in selling and training sales professionals at the highest level. This book strips selling back to the bone giving you the essential tools you really need to beat your competition to a pulp and win the admiration of your customers, clients and peers. Inside you will learn. * Surefire Objection Handling Techniques * Sneaky Tricks For Dodging The Gatekeepers * How To Tap Into Your Top 10 State For Success * Hypnotic Sales Techniques * Killer Closes and The Art of The Finishing Move * How To Hook For Powerful Results * How Using The ABC Principle Will Boost Your Sales * Vital Tips From A Pro For Big Game Hunting * .and much more Ideal for the veteran sales person...



Reviews

An incredibly awesome publication with perfect and lucid reasons. It can be writter in simple phrases and not confusing. I am just delighted to let you know that this is actually the very best publication i actually have study during my very own lifestyle and could be he best publication for actually.

-- Paula Gutkowski

Totally one of the better publication I have actually read through. It really is rally fascinating through studying time period. Its been printed in an extremely simple way and is particularly just following i finished reading through this ebook in which basically modified me, modify the way i think.

-- Mrs. Maudie Weimann

Other eBooks



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WW Norton Co, United States, 2016. Hardback. Book Condition: New. 4th Revised edition. 244 x 165 mm. Language: English. Brand New Book. The Well-Trained Mind will instruct you, step by step, on how to give your child an academically rigorous, comprehensive...



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Pearson Education (US), United States, 2015. Paperback. Book Condition: New. 10th Revised edition. 254 x 201 mm. Language: English. Brand New Book. Note: This is the bound book only and does not include access to the Enhanced Pearson eText. To order...



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A Parent's Guide to STEM (Paperback)

U.S. News World Report, United States, 2015. Paperback. Book Condition: New. 214 x 149 mm. Language: English . Brand New Book ***** Print on Demand *****. This lively, colorful guidebook provides everything you need to know to help your child get inspired, succeed...



History of the Town of Sutton Massachusetts from 1704 to 1876 (Paperback)

Createspace, United States, 2015. Paperback. Book Condition: New. annotated edition. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. This version of the History of the Town of Sutton Massachusetts from 1704 to 1876 is a labor...