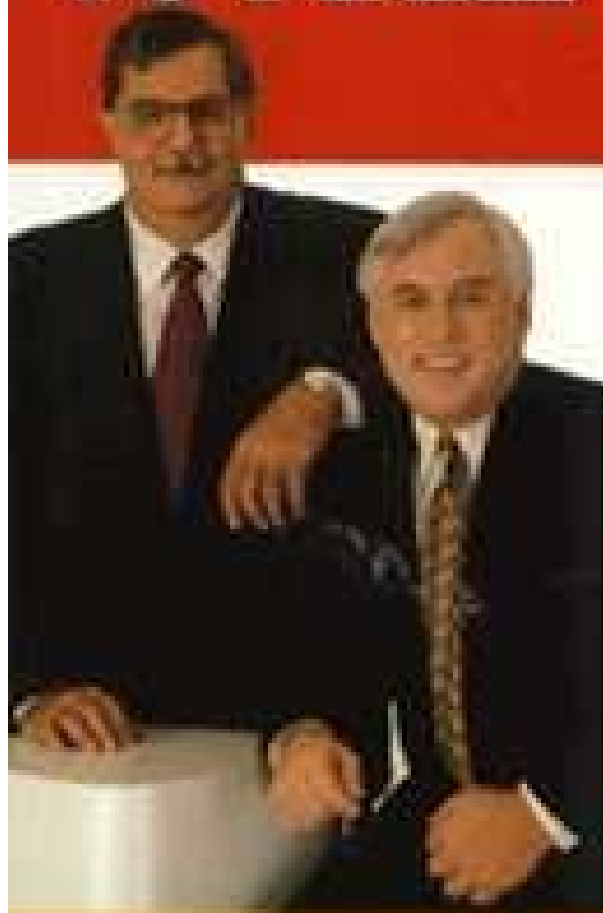


YOU'RE WORKING TOO HARD TO MAKE THE SALE!



*More Than
100
Insider Tools
to Sell
Faster and
Easier . . .*

**BILL BROOKS
TOM TRAVISANO**

You're Working Too Hard To Make The Sale!: More Than 100 Insider Tools To Sell Faster And Easier

William T. Brooks

each shop clerk needs to "make the sale"-but chatting, networking, even hearing a customer's "needs" will purely get them so far. What fairly spells luck in revenues is the salesperson's skill to figure out the customer's real "wants"-and entice these desires directly. Armed with suggestions from countless numbers of decision-makers, buyers, and end-users at a number of corporations, authors Brooks and Travisano exhibit how shoppers more often than not make a in part emotional deciding to buy choice and display how to: establish the "hidden deciding to buy motivation" outlined by means of a customer's wants; use words, phrases, and strategies that paintings so much successfully to discover clients wants; create a notion within the customer's brain that's favorable-instead of hoping on evidence and stats.

You Re Working Too Hard To Make The Sale More Than 100 Insider Tools To Sell Faster And You're Working Too Hard To Make The Sale!: More Than 100 Insider Tools To Sell Faster And Easier Easier

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