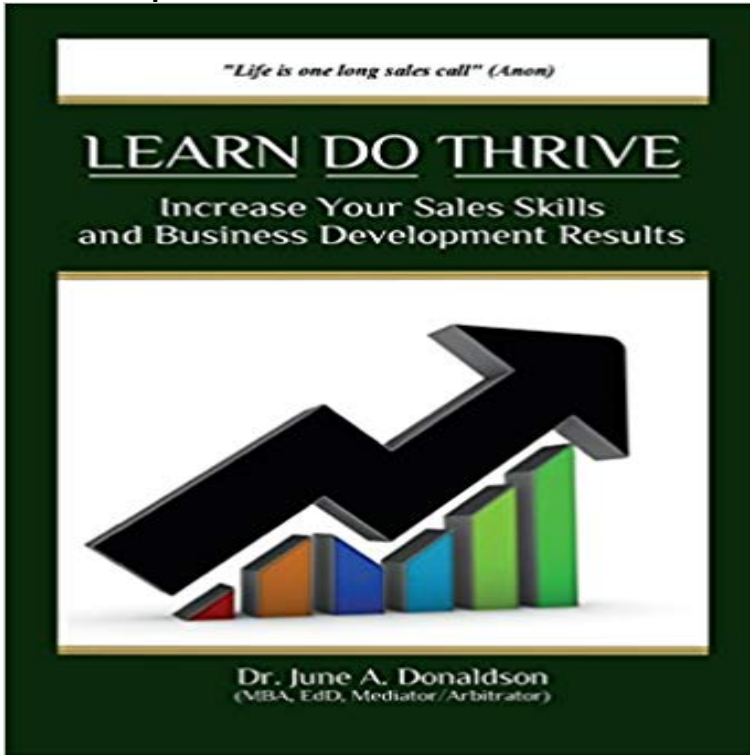


LEARN DO THRIVE Increase Your Sales Skills And Business Development Results



Knowing what to say and do in influencing others and presenting your case is a life, business and relationship building skill. Dont think for one moment that you are not selling in everything you say and do. The statement life is one long sales call makes sense when you think that everything you do makes an impression on someone - somewhere. The more positive the impression, the greater potential for you to receive a Yes from others who can create opportunities, financial gain, personal and professional recognition, acknowledgement and support. This sales skill book covers specific and necessary steps you can use to present a product to an external client; a service to existing user; an idea or concept to your team leader or manager or your rationale on why you should receive a raise, promotion and pat on the back! The majority of people in business, government, education and medicine, if they know this proven, practical and powerful sales process, dont use it. Perhaps thats why so many people find influencing others or selling less than exciting and discouraging to think about - never mind do. Their thought patterns and related inaction gives you a terrific competitive edge if you apply this process in your work. By implementing these steps, youll find you can qualify clients faster; identify hidden agendas earlier; establish buying criteria sooner; and have more fun interacting with others because you have a track to run on. Youll know what to look for and why to ensure your activities are fruitful. Winning is far more fun than losing and you will increase your chance of winning by using this easy to learn and apply process. Another benefit is youll operate with less stress, more confidence and professionalism as you present your case and influence others to buy your product, support your ideas or give you what you want and need to increase your happiness. Check out the

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