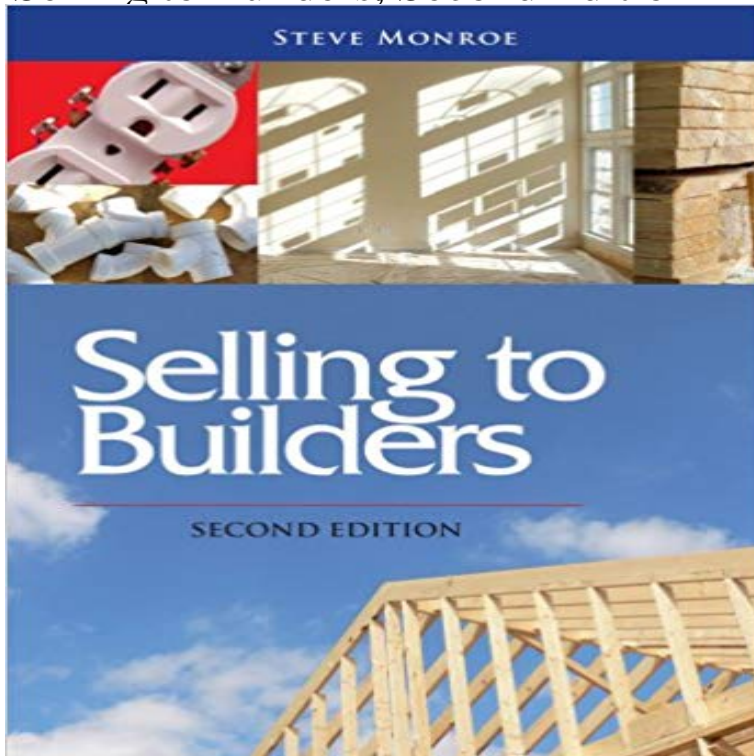


Selling to Builders, Second Edition



Building suppliers, manufacturers, trade contractors, real estate brokers-if you sell products or services to home builders, this book will increase your success rate and business savvy. Learn the types of builders and what will get you in the door and writing orders. Steve Monroe draws on over 30 years of sales wisdom to provide proven tools that assess where you stack up as a sales or service professional, motivate you, and polish your performance, whether you aim to serve small-volume, custom, or large production builders. This second edition includes a companion CD with exercises that help you evaluate your current business practices and guide you to become an even more successful salesperson. The CD also has easy-to-use business forms that will bolster the amount of business you are doing with builders.

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