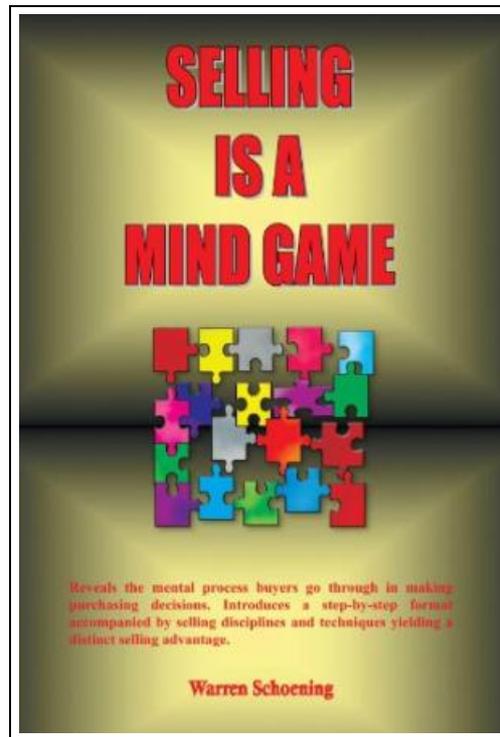


Selling Is A Mind Game (Paperback)



Filesize: 1.13 MB

Reviews

This book is great. I have go through and so i am confident that i will going to read through once again again in the future. I am just easily can get a satisfaction of looking at a written book.

(Miss Vernie Schimmel)

SELLING IS A MIND GAME (PAPERBACK)



AUTHORHOUSE, United States, 2012. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Selling Is a Mind Game is a comprehensive guide for individuals entering the sales profession or for the veteran to reexamine basic sales fundamentals for successful selling. This book provides a straightforward presentation by addressing which skill sets are necessary to achieve success. An expansive approach provides each reader with the opportunity to apply individual product and industry knowledge for personal skill development. DECISION-MAKING IS A MENTAL PROCESS A favorable setting and relaxed atmosphere is desirable; however, buying decisions are not made on the golf course, in restaurants, or in offices, but instead in the buyer s mind. Sales conversations and presentation material must parallel how buyers mentally process information. DISCOVER THE DECISION-MAKING PROCESS Selling Is a Mind Game focuses on the buyer s decision-making process. This unique perspective provides an understanding of how buying decisions are made and demonstrates how to take advantage of that process via sales disciplines and techniques. IDENTIFY SELLING DISCIPLINES / TECHNIQUES THAT PARALLEL THE DECISION-MAKING PROCESS PLACING BUYER AND SELLER ON CORRESPONDING PATHS Each selling discipline/technique has a specific objective and is aligned with the buyer s mental process, which guides the sales conversation, and a proposal toward a positive buying decision. ADDITIONAL TOPICS THIS BOOK EXPLAINS AND TEACHES: THE ART OF PERSUASION Ability to influence others RULE OF -80- FUD FACTOR Fear-Uncertainty-Doubt SELLING LANDSCAPE Understand how the -game- is played FEATURES BENEFITS Features Tell-Benefits Sell TAKING THE SALES STAGE Superstar vs. Average BUYING SIGNALS Know when to close WHY BUYERS PRESENT OBJECTIONS Learn why the no-sale sign goes up.



[Read Selling Is A Mind Game \(Paperback\) Online](#)



[Download PDF Selling Is A Mind Game \(Paperback\)](#)

You May Also Like



ESV Study Bible, Large Print (Hardback)

CROSSWAY BOOKS, United States, 2014. Hardback. Book Condition: New. Large Print. 249 x 178 mm. Language: English . Brand New Book. The ESV Study Bible, Large Print edition transforms the content of the award-winning ESV...

[Read ePub »](#)



ESV Study Bible, Large Print

CROSSWAY BOOKS, United States, 2014. Leather / fine binding. Book Condition: New. Large Print. 257 x 190 mm. Language: English . Brand New Book. The ESV Study Bible, Large Print edition transforms the content of...

[Read ePub »](#)



The Preschool Inclusion Toolbox: How to Build and Lead a High-Quality Program

Brookes Publishing Co, United States, 2015. Paperback. Book Condition: New. 274 x 213 mm. Language: English . Brand New Book. Filled with tips, tools, and strategies, this book is the comprehensive, practical toolbox preschool administrators...

[Read ePub »](#)



Crochet: Learn How to Make Money with Crochet and Create 10 Most Popular Crochet Patterns for Sale: (Learn to Read Crochet Patterns, Charts, and Graphs, Beginner s Crochet Guide with Pictures)

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Getting Your FREE Bonus Download this book, read it to the end and...

[Read ePub »](#)



How to Make a Free Website for Kids

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Table of Contents Preface Chapter # 1: Benefits of Having a Website Chapter...

[Read ePub »](#)

**Good Tempered Food: Recipes to love, leave and linger over**

Clearview. Paperback. Book Condition: new. BRAND NEW, Good Tempered Food: Recipes to love, leave and linger over, Tamasin Day-Lewis, Slow-cooked food and what the author likes to call 'good tempered food', is what proper cooking

[Read eBook »](#)

**A Smarter Way to Learn JavaScript: The New Approach That Uses Technology to Cut Your Effort in Half**

Createspace, United States, 2014. Paperback. Book Condition: New. 251 x 178 mm. Language: English . Brand New Book ***** Print on Demand *****.The ultimate learn-by-doing approachWritten for beginners, useful for experienced developers who want to

[Read eBook »](#)

**History of the Town of Sutton Massachusetts from 1704 to 1876**

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

[Read eBook »](#)

**Becoming a Spacewalker: My Journey to the Stars (Hardback)**

Purdue University Press, United States, 2014. Hardback. Book Condition: New. 284 x 216 mm. Language: English . Brand New Book. This nonfiction picture book is a children s version of NASA astronaut Jerry L. Ross

[Read eBook »](#)

**Who Am I in the Lives of Children? an Introduction to Early Childhood Education, Enhanced Pearson Etext with Loose-Leaf Version -- Access Card Package**

Pearson, United States, 2015. Book. Book Condition: New. 10th. 250 x 189 mm. Language: English . Brand New Book. NOTE: Used books, rentals, and purchases made outside of Pearson If purchasing or renting from companies

[Read eBook »](#)