

Unleashing The Power Of Consultative Selling Ebook

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Consultative selling is about effective communication, asking questions, finding the results your customer wants. You must be the expert, the customers guide in exploring all aspects of understanding their problem so you can provide a solution. The question is "How and what is needed to be a consultative salesperson?" "Unleashing the Power of Consultative Selling" is the answer. It is not your ordinary sales book. Why? Until now there has not been a book written by someone who lead a sales team, or reorganized a sales team to consultative selling or staffed a new sales team using the methods you will find inside this book. It is not based on theory. I not only teach these skills but I consult with companies in their transition to consultative selling. Using the very same techniques you will find in this book. Does it work? One of my clients increased sales 105 in 6 months! More amazing is a salesperson who sold the least in the prior year became " The Top Salesperson" 8 months after applying the skills he learned from "Unleashing the Power of Consultative Selling." It delivers the "Goods" of what today's salesperson must have to be in the top 10. First it talks about communication. Not reading, writing and talking. It gives you the steps to find "How people are motivated to buy" It gives you "The key words, phrases, body language you can use to get the results you want...everytime." Words, interpersonal skills and communication are the tools of a salesperson, but most books teach about overcoming objections and closing techniques. In today's market, having these skills will not get you into the top 10. These salespeople are selling solutions with the hopes of finding a problem. They have not figured out "What is the point of offering a solution...when you do not know the problem they are having or the result your customer wants?" Consultative selling by definition means asking questions. In this book you will find the 12 questions you must ask that your competition never does. It is "Selling the way your customer wants to buy...not the way you like to sell" Consultative selling involves deeper questioning of the prospect or customer and this leads to greater understanding of the prospect's needs. The questioning process itself results in greater trust, rapport and empathy between salesperson and buyer. Just about every sales book or sales trainer will tell you "Rapport" is important, but if it so important "Why do they fail to teach you the skills to gain rapport?" What does rapport get you? Trust! Trying building a relationship without it. Unleashing the

Power of Consultative Selling will teach you the "Communication Secrets" known only to very few. This book will give you the techniques to get the results you want: "Exploding your sales success!" This book will teach you sales peak performance techniques only known to a few. It is written for the professional salesperson who has already developed a sales style, achieved some success and is ready to move to the next level. Tags: 8 internet marketing scripts - plr included, affiliate guides, affiliate marketing, affiliate money, affiliate referrals, affiliate rescue, affiliate super affiliate, affiliates, articles, auto countdown, auto launcher, auto rss, business, business & finance, cb, cb mall, cb promotools generator, click bank, click bank business, click bank tools, clickbank, clickbank promo tools generator, concept of affiliate marketing, content, content management, digital product, digital products, earn money, earn money online, ebook, ebook sales, ebooks, ewen chia, facebook, financial, full master resale rights, full master resell rights, game shop, games downloading, games downloading sites, games downloading software, games downloads, games shop, generator, google adsense, high profit websites, home business, hot tools, how i made my first million on the internet and how you can too, income, internet marketing, internet marketing ebooks, joe vitale, keys to affiliate profits, make money, make money online, making money, manage time, management, management tools, marketing, master resale rights, master resell rights, million dollar, money, money making website, network management tools, niche, online marketing, php, plr, plr articles, plr content, plr ebook, plr ebooks, plr rights, plr softwares, private label articles, private label rights, private label rights articles, private labels rights, profits, promotion, resale, resale rights, resell, resell digital product, resell ebook, resell products online, resell rights, reseller, risk management software, sales letters, script, scripts, search engine marketing, selling, seo, software, software, success, targeted niche marketing, the 48-hour affiliate action plan, time, time management, time management articles, time management skills, time management tips, time management training, tool, twitter, utilities, ways to earn money, web sites, website, website business, website promotion, wizard

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