

# Sales Presentation Techniques: That Really Work - Stephan Schiffman

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Sales Guru Stephan Schiffman shows you how to give your presentation the ultimate "wow" factor. In a business world moving at the speed of Blackberries and Bluetooth, Sales Presentation Techniques teaches you how to get and keep your audience's attention. You will be ready to tackle the toughest boardrooms and conference halls after learning . . . The dos and don'ts of PowerPoint How to properly prepare the day of your presentation Strategic differences between presenting to an individual versus a group The correct way to handle distractions How to maintain and grow client relations And much more Regarded as America's #1 Salesperson, Schiffman promises to make your presentations sharper and more effective. Thereby making your sales-and commissions-much greater. Stephan Schiffman has trained more than 500,000 salespeople at such firms as AT&T Information Systems, Chemical Bank, Manufacturer's Hanover Trust, Motorola, and U.S. Health Care. Schiffman is president of D.E.I Management Group and the author of such bestselling books as Cold Calling Techniques (That Really Work!) and Closing Techniques (That Really Work!). Author: Schiffman, Stephan Publisher: Adams Media Illustration: N Language: ENG Title: Sales Presentation Techniques: That Really Work Pages: 00160 (Encrypted PDF) On Sale: 2008-12-01 SKU-13/ISBN: 9781440500985 Category: Business & Economics : Business Communication - Meetings & P

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