

# Ask Questions, Get Sales: Close The Deal And Create Long-term Relationships - Stephan Schiffman

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In Ask Questions, Get Sales, sales guru Stephan Schiffman teaches you how to strengthen your questioning skills during the sales process in order to get more sales. The premise is simple yet effective: In order to be successful, you must change your mindset from "need-oriented" to "do-oriented." The message of this book centers around six core "do questions" for your buyers: What do you do? How do you do it? When and where do you do it? Why do you do it that way? Who do you do it with? How can we help you do it better? With this indispensable guide in your briefcase, you will have information at the ready to score big sales over the short term and long term. Stephan Schiffman, America's #1 corporate sales trainer, is the author of dozens of bestselling books. He has trained more than 500,000 salespeople at firms such as Sprint, AT&T Information Systems, Chevron, Texaco, Motorola, and John Hancock. Mr. Schiffman is the president of D.E.I. Management Group. Author: Schiffman, Stephan Publisher: Adams Media Illustration: N Language: ENG Title: Ask Questions, Get Sales: Close The Deal And Create Long-Term Relationships Pages: 00176 (Encrypted PDF) On Sale: 2008-12-01 SKU-13/ISBN: 9781440500817 Category: Business & Economics : Sales & Selling - General

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