

SUCCESSFUL SALES MINDSET



Megasales How Americas Most Successful Radio Salespeople Do It

Spike Santee



Megasales How Americas Most Successful Radio Salespeople Do It:

Megasales ,1989 **Professional Radio Advertising Sales** Spike Santee,2019-09-16 Professional Radio Advertising Sales The Complete Course for a Professional Career in Radio Advertising Sales will guide a new Radio advertising salesperson from their first day in the Radio station to their first annual contract within 90 days This is an all inclusive guide that details every step in the professional selling process for Radio advertising The book includes detailed descriptions on goal setting prospecting interviewing appointment setting qualifying presenting closing and customer service Using a special skill stacking formula the author teaches how to master each skill in his successful sales process in the proper sequence Special attention is devoted to the science of successful Radio advertising with an emphasis on the psychology of consumer behavior the mathematics of scheduling and the brain science involved in writing emotionally engaging commercials This is a must have resource for anyone seeking to make more money more quickly in Radio advertising sales You can learn more at www.myradioschool.com

Mega-Selling David Cowper,Andrew Haynes,Donald Cowper,2009-01-09 No matter what your industry no matter what your product if you want to sell in the big leagues this book is a revelation Steve Carlson Publisher and Editor Marketing Options David Cowper is not just one of the world s most successful life insurance salespeople he is one of the cleverest He thinks his way into giant cases and so can we if we follow his strategies Tony Gordon Past Chairman Top of the Table Bristol England David Cowper s book is by far the best I have ever read on the art of selling life insurance Through fascinating storytelling David reveals the extraordinary scale of thought and passion devoted to his selling opportunities His book will inspire every reader to add zeros to their sales numbers Leon Lewis Planning Consultant David Cowper demonstrates how to achieve sales excellence through creativity intelligence and the power of stories This book is required reading for all sales professionals Norm L Trainor President The Covenant Group and Author of The 8 Best Practices of High Performing Salespeople When David Cowper began his insurance career he was alone in a new country with no contacts and only forty dollars in his pocket Three months after entering the business he still hadn t sold a single policy But David stuck with it to routinely make million dollar sales and become one of the top insurance salespeople in the world More than a rags to riches story Mega Selling is a first hand account of the unique strategies David developed to penetrate new markets and close multi million dollar sales With Mega Selling any salesperson can learn from the best and become a top performer

Masters of Sales Ivan Misner,2007-08-01 Sold The magic word The holy grail Why are some salespeople remarkably successful while others make call after call with no results How do some turn any no into a yes while others can t even get their foot in the door For the first time more than 70 of the most successful salespeople in the world have come together to reveal their secrets to success You ll learn what makes these outstanding sellers true masters of their craft and how you can adapt the masters tactics for your own Learn Martha Stewart s secrets to promoting yourself as an expert Discover the 11 key questions to ask from Harvey McKay Get Anthony Parinello s advice on selling to CEOs Be trained in

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Bailey,2010-03 You Can Achieve Remarkable Sales Success Becoming a highly successful salesperson is nearly always the result of the application of certain success principles that only a few have learned to apply consistently By applying the sales principals you will learn here you can become one of America s most successful salespeople You will learn how to Build the foundation successful sales programs require Provide to customers both good feelings and solutions to their problems Adopt activity based goals that get results Sell value rather than price Apply the most powerful principles in sales Put yourself in the client s shoes Accomplish more in your word day Become a pro who knows the business Program yourself to win To find out more about Bob Bailey go to his website at www.bobbaileyspeaker.com *The Best Damn Sales Book Ever* Warren Greshes,2011-01-19 Over the years I have seen them all and Warren Greshes is one of the very best In his wonderful new book Warren distills a lifetime of sales training into sixteen actionable tools which if you use them will guarantee that you too reach your goals Mark Terry President Harman Pro Group A great read Warren says it all in a way that s not only easy to understand but even easier to implement No need to ever read another book on this subject John Gamauf President Consumer Replacement Tire Sales Bridgestone Firestone North American Tire LLC Put this book on your must read list if you want to learn successful strategies for taking your distribution team to the next level Through motivation and education Warren Greshes has captivated our very best top managers and producers He pushes them to succeed and to keep their goals out in front of them all the while maintaining a clear message infused with his sense of humor Warren has helped pave our way to success Bernadette Mitchell Vice President Retirement Benefits Group AXA Equitable Warren is truly an expert in the field of sales His grassroots ideas are practical designed for immediate implementation and are sure to lead to top notch results This book is a must read for those new to sales and those veteran salespeople who want to take their skills to the next level Raj Madan corporate marketing executive financial services industry *Selling Radio Direct* Michael C. Keith,1992 A streetwise primer on a fundamental broadcast skill It gives readers the tools to become successful radio salespeople

Successful Local Broadcast Sales Paul Weyland,2007-09-19 For the right person a career in media sales can be glamorous rewarding and lucrative But without the right guidance it can also be challenging Author Paul Weyland has decades of experience working with local direct clients Now in Successful Local Broadcast Sales he shares his hard won wisdom showing television radio and cable salespeople how to get more sales This invaluable resource gives readers the tools they need to get appointments write great proposals and presentations sell against other media like newspapers and the Internet overcome rate resistance close sales without alienating their clients create genius creative without being a creative

genius calculate ROI for the client s advertising dollar and long term contracts with local businesses negotiate more effectively Honest practical and accessible this is the one handbook that shows novice and veteran salespeople how to thrive not just survive in the media business **Success Secrets of Sales Superstars** Robert L. Shook,Barry Farber,2013-04-01 Shook and Farber invite eager entrepreneurs to join 33 of today s business and sales best as they share the details behind their greatest sales moves and ultimately impart valuable lessons on how to sell your way to success Crafted to cover a variety of industries products and services this entertaining playbook urges entrepreneurs to reinvent their sales approach illustrating proven techniques tips and tricks in each story and summarizing the unique take away offered by its teller Entrepreneurs uncover such pearls as how to ignite creativity to overcome sale barriers how to create long term customers and how to sell what the customer wants hint it s not always a product or service Entrepreneurs also gain invaluable insight and encouragement as they turn from story to story leaving the pages with lessons learned and the excitement of being privy to an exchange among the elite in their industry **Selling Air** Bob Diamond,Jay Frost,2008 The Perfect Book for Every Aspiring Radio Sales Professional Until now there has been no definitive guidebook on how to launch a successful career in radio sales With *Selling Air* radio talk for selling commercial time Bob Diamond a radio account executive with more than 20 years of achievement in the industry provides comprehensive advice on how to get started Bob s clear concise style tells you how to Make an informed choice about a career in radio sales Find a job that s right for you Prepare for your interview with a sales manager Navigate your way through your first few weeks on the job Develop the selling and interpersonal skills unique to radio sales Create strategies that ensure win win customer relationships and much more including Bob s top 10 tips that will help you maintain a positive attitude and a substantial income on a long term basis **FOR MANAGERS** Use this book to reduce the learning curve for interviewees and new hires This fabulous book allows new salespeople to have a virtual two year head start by showing them what works what doesn t and what they can specifically expect to happen I hope this book ends up in the hands of every new or prospective radio sales rep It will save everyone managers and potential sales reps alike a lot of headache and heartache Will Stanley Radio Station Owner Red Hook NY [The Success Manual for the Professional Radio Advertising Salesperson](#) Ray Sasser (CRMC.),1982 *The Greatest Sales Stories Ever Told* Robert L. Shook,1995 Containing the best sales stories from 40 of America s top salespeople this motivational book is a wellspring of guidance for the more than 30 million full time sales professionals in the U S Each tale provides a lesson or nugget of inspiration from the brightest stars of sales as well as behind the scenes achievers from a diverse range of industries **The Greatest Sales Book Ever Written** Dean Gould,2016-11-30 The first edition of *The Greatest Sales Book Ever Written* has been used to achieve success in a variety of industries including medical pharmaceutical banking and real estate This new edition not only shows you the secrets to success but your purchase will help in the fight against cancer by supporting research to find cures 100% of the profit earned from the sale of the e book will go to cancer research and 30% of the hard copy Unfortunately 41%

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help you break the habits that specifically damage sales relationships This dream team s combined clients have increased their sales from 5 to 30 percent and their gross profit up to 50 percent In short their approach works What Got You Here Won t Get You There in Sales provides simple to use tools for maintaining and leveraging quality personal connections by doing something much easier than learning new behaviors simply stopping old ones When dealing with your customers do you Needlessly verbalize and execute every possible step in the sales process Repeatedly initiate communication for no apparent purpose Attempt to verbally one up your customer in conversation The authors name 16 bad habits in all and they provide proven techniques for reversing their negative effects by putting them to rest for good There is no profession that depends more on good relationships than sales And there s no one more qualified to coach you to create and nurture productive sales relationships than these three authors You do have the power to change Let Goldsmith Brown and Hawkins help you kick your bad habits to improve relationships increase sales and enjoy a more fulfilling enriching career

Sales Strategies for Commercial Radio REGINALDO. OSNILDO, 2025-02-18 Radio has always been one of the most powerful means of communication in the world It informs entertains and accompanies millions of listeners every day creating a unique connection between the broadcaster and its audience However in the current scenario where digital advertising is growing rapidly and advertisers have several investment options commercial radio stations face a major challenge how to sell more ads attract new advertisers and maintain a motivated and productive sales team If you work in the commercial sector of a radio station whether as a salesperson sales manager or commercial director you know that winning over advertisers goes far beyond simply offering advertising space You need to demonstrate value educate the market and structure an efficient sales process This book was created to be a practical and direct guide bringing together the best strategies to transform your sales team into a sales machine and make your radio station an indispensable vehicle for local advertisers WHO IS THIS BOOK FOR This book is ideal for Radio salespeople who want to improve their prospecting argumentation and contract closing techniques Commercial managers who need to structure an efficient process and keep their team motivated and productive Radio directors who want to strengthen the station s commercial area and guarantee recurring revenue Whether you are a salesperson who needs to improve your results or a manager who wants to build a winning team this guide was created to help you sell more and more efficiently WHAT WILL YOU LEARN Throughout this book you will find a complete step by step guide to mastering the art of selling radio advertising We will cover everything from the basics of prospecting and approaching clients to advanced management motivation and commercial innovation techniques You will learn How to prospect and convert local customers into regular advertisers How to create an unbeatable sales pitch and present the value of radio as a medium Techniques for overcoming objections and closing long term contracts How to motivate and engage salespeople increasing their productivity Strategies to structure an efficient and scalable commercial process New radio advertising formats and how to integrate radio with digital How to monetize the broadcaster beyond traditional advertising

sales All of this is explained in a simple objective way and with practical examples so that you can apply it immediately in your daily life WHY IS THIS BOOK ESSENTIAL Radio advertising sales have changed It is no longer enough to wait for customers to come to you You need to take an active approach understand the advertiser s pain points and show with solid numbers and arguments why advertising on the radio is an excellent investment Furthermore competition for advertising dollars is fiercer than ever Social media Google Ads digital influencers and other media are all competing for the attention of local advertisers To keep your radio station competitive and profitable you need to adopt new strategies and differentiate yourself in the market With this book you will have all the tools to transform your radio station s sales department into a true growth engine Advertising sales can and should be predictable scalable and profitable You just need to apply the right strategies Yours sincerely Reginaldo Osnildo The Greatest Sales Book Every Written Dean H. Gould,2004

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