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Sales Closing For Dummies For Dummies

Tom Hopkins



Sales Closing For Dummies For Dummies:

Sales Closing For Dummies Tom Hopkins, 1998-04-30 Without the close there is no sale Pretty obvious right Yet for many salespeople closing is the most baffling and elusive part of the selling process All too often salespeople meet qualified clients and charm them with an eloquent presentation only to see the sale mysteriously slip from between their fingers in the end Which is sad when you consider all the hard work the prospecting preparation planning and practice done for the sake of a moment of truth that never arrives Fortunately closing is an art that can be mastered and now *Sales Closing For Dummies* shows you how Packed with powerful principles that can help you become a top producing salesperson *Sales Closing For Dummies* is the ultimate guide to mastering that most mysterious part of the selling equation Tom Hopkins the legendary sales genius who by age 30 was the nation's leading real estate trainer demystifies closing and shows what it takes to be a champion closer including how to Lead a sale without being pushy Read the signs of an interested potential buyer Use questioning methods that close sales time and again Help clients feel good about their buying decisions Keep your clients business and build their loyalty Build long term relationships and watch your sales grow With the help of dozens of real life examples from a wide cross section of industries Tom shows why professional selling is about communication not coercion And he shares his considerable insight and experience on Verbal and visual buying cues and how to recognize them Choosing the best location for closing Addressing concerns and creating a sense of urgency Time tested tactics and strategies for ending customer procrastination overcoming their fear closing from a distance and more The ten biggest closing mistakes and how to avoid them Add on selling and other ways of getting your clients to help you to build your business Featuring Tom's Hopkins trademark Red Flag key points and situation scripts this fun easy to understand guide arms you with the hands on tools and techniques you'll need to become a world class closer

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Selling For Dummies Tom Hopkins, 2015-02-23 Your guide to the most up to date selling strategies and techniques No matter your skill level this new edition of Selling For Dummies helps you lay the foundation for sales success with the latest information on how to research your prospects break down the steps of the sales process follow up with customers and so much more Selling when done right is more than a job it s an art With the help of Selling For Dummies you ll discover how to stand head and shoulders above the crowd by knowing your clients and approaching selling with passion and a positive attitude The book covers making killer sales pitches and presentations using the latest technologies to your advantage establishing goals and planning your time efficiently partnering with others addressing clients concerns and closing more sales Includes expert tips for harnessing the power of the Internet to increase sales Covers the latest selling strategies and techniques in the Digital Age Explains how mastering selling skills can benefit all areas of your life Explores the newest prospecting and qualification strategies If you re brand new to the sales scene or a seasoned salesperson looking to win more clients and close more sales Selling For Dummies sets you up for success **Selling For Dummies®** Tom

Hopkins, 2011-03-08 Your hands on guide to the most up to date selling strategies and techniques Are you looking to enter the world of sales or are you already a salesperson who s looking for new tips and tactics to expand your business No matter your level of skill this guide will help you lay a foundation for sales success with the latest information on how to research your prospects break down the steps of the sales process follow up with happy customers and much more The wonderful world of selling discover what selling is and isn t and find out how mastering selling skills can benefit all areas of your life Stand out from the crowd find out how knowing your clients sets you apart from average persuaders and helps you hear more yeses Scale the steps to success discover the seven steps of the selling cycle to score appointments make a good impression give winning presentations address client concerns close sales and more If you build it they will come take your career to the next level with valuable tips on how to stay in touch with clients harness the power of the Internet to make more sales manage your time wisely and partner with others Open the book and find Tips for approaching selling with passion and a positive attitude The latest prospecting and qualification strategies Top techniques for sales presentations Helpful hints on handling client concerns Guidance on getting referrals The scoop on using the latest technology to your advantage Information on establishing goals and planning your time efficiently Advice on staying upbeat when you don t succeed Learn to Be truly well prepared for every selling situation you encounter or create Close sales in seven steps or less Take advantage of the latest technology during the selling process Set and achieve sales goals to grow your business **Selling Your**

Business For Dummies Barbara Findlay Schenck, John Davies, 2008-11-03 A hands on tool for conducting the successful profitable sale of a business As business owners gray trends have shown that they start thinking of cashing out Selling Your Business For Dummies gives readers expert tips on every aspect of selling a business from establishing a realistic value to putting their business on the market to closing the deal It helps them create sound exit plans find and qualify find and qualify a buyer conduct a sale negotiation and successfully transition the business to a new owner The accompanying CD is packed with useful questionnaires worksheets and forms for prospective sellers as well as a blueprint for customizing and assembling information into business sale presentation materials sale presentation materials including snapshots of revenue and profit history financial condition market conditions brand value competitive arena growth potential confidentiality agreements and other information that supports the sale price Note CD ROM DVD and other supplementary materials are not included as part of eBook file Please refer to the book s Introduction section for instructions on how to download the companion files from the publisher s website

Sell It Today, Sell It Now Tom Hopkins, 2016-09-01 Sell it Today Sell it Now is the authoritative resource by America s 1 sale trainer Tom Hopkins on closing sales in less steps This book is designed to coach salespeople on the techniques to close sales using an unprecedented one call system The author has trained hundreds of thousands of successful salespeople using this system to generate 6 digit income in the sales profession Sales Managers and CEOs are fans of implementing this system to generate more revenues in less time

Selling in Tough Times Tom Hopkins, 2010-02-15 Tough Times can be brought on by any number of factors a down economy Mother Nature shifts in customers needs national tragedy the list goes on and on These types of changes can be extremely disruptive even paralyzing when we re not prepared for them While many see no other option than to sit tight and ride things out when crisis strikes true career professionals in selling understand that the only way to deal with adversity is to meet it head on That s why a positive attitude and a proactive approach to problem solving are two of the most essential ingredients for success in selling and why those who embrace them not only to survive but thrive even in the most difficult of circumstances Now in his latest book Selling in Tough Times world renowned selling expert Tom Hopkins puts his real world in the trenches experience to work and shares his plan to reverse the momentum of tough times and even capitalize on them With exercises to help you discover previously overlooked opportunities and eliminate waste along with out of the box methods for recruiting new customers and key tips on how to solidify your existing business Hopkins gives you powerful ways to spur sales now and for years to come Learn how to Mine your client list to generate new leads Keep and reward your current customers so that they re loyal for life Reduce the sales resistance that plagues tough times with tactics that overcome consumers fears Woo clients from your competition with 12 new strategies specially tailored for tough times Cycles will come and go but the principles of great selling and those who live by them stand firm Find out how you can achieve your maximum selling potential whatever the business climate in Selling in Tough Times today

The Corporate Athlete Jack L.

Groppel, Jim Loehr, 1999-12-28 As Jack Groppel so aptly explains the rigor of corporate athletics is often even more demanding than that of professional athletes In my world one does not have the luxury of an off season This book is a must read for all those striving for the gold Arthur M Blank CEO and President The Home Depot Wow This is an incredible book Every person in business should read The Corporate Athlete from cover to cover and apply it every day Brian Tracy author of Maximum Achievement Strategies and Skills That Will Unlock Your Hidden Powers to Succeed Today's corporate world is much like the world of professional sports it is fiercely competitive and mentally and physically demanding and it requires constant vigilant training More than ever to maintain health happiness and career success executives and employees must become Corporate Athletes In this book top business consultant trainer and lecturer Jack Groppel shows you how to use the training mentality of elite professional athletes Based on the latest scientific research The Corporate Athlete shows corporate competitors how to achieve maximum performance levels both inside and outside the corporate world Drawing on the parallels between sports and business Jack Groppel reveals the integral roles that nutrition fitness and self improvement mental physical and emotional play in giving Corporate Athletes their winning edge It's an edge that's crucial if you need to come to a meeting fresh off the plane pull out all the stops on a big presentation cut the major deals and still have the energy to enjoy time with family and friends This practical and beneficial 21 day program will give you no matter how overworked you are the stamina and commitment to develop a world class career Learn to Have as much energy for your family at 8 p m as you have at the office at 8 a m Be on when you need to be on Respond to change adversity and crisis more constructively Display more positivity and confidence Eat properly on the road in the air and before and during business meetings Slow down the aging process Take advantage of the same secrets that Dr Groppel has used to help high stress professionals from Olympic athletes and NHL stars to fast lane executives at major companies like Morgan Stanley Dean Witter Est e Lauder and Bristol Myers Squibb get themselves in fighting shape Here is the program that will train you to perform at the highest possible levels in both your professional and your family life because taking optimum care of yourself mentally and physically is the best way to take care of business Outstanding The Corporate Athlete is a truly comprehensive program to help you achieve both your personal and your professional goals It will help you take control of your life and effect positive physical mental and spiritual change Darlene Hamrock Regional Vice President Clinique Why do so many top performers call themselves Corporate Athletes Today's challenging business climate requires every top executive to be perfectly fit both mentally and physically The Corporate Athlete is must reading for everyone who wants to manage his or her business career or profession effectively while living a balanced life Buy it it's a great investment Leonard Lauder Chairman and Chief Executive Officer of the Est e Lauder Companies Inc This is the book to teach you how to perform your job at the highest level possible while maintaining maximal health and happiness Jim Courier French Open champion and former world No 1 tennis player [Selling For Dummies](#) Ben Kench, 2013-01-15 Get a handle on the most up to date selling strategies and

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