

SHORT CYCLE SELLING

***BEATING YOUR
COMPETITORS
IN THE
SALES
RACE***

JIM KASPER



Short Cycle Selling Beating Your Competitors In The Sales Race

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Short Cycle Selling Beating Your Competitors In The Sales Race:

Short Cycle Selling: Beating Your Competitors in the Sales Race Jim Kasper, 2002-03-22 The first book on short cycle selling the fast track route to a higher closing ratio Sales professionals today waste untold hours worrying about identifying tracking and timing their sales cycles In *Short Cycle Selling* author Jim Kasper trains his sights on the only important concept and goal in sales cycles shortening them He walks professionals point by point through the series of steps that constitute the sales cycle from identifying prospects to negotiating and closing and at each step shows how to streamline the process *Short Cycle Selling* is the first book to deal specifically with proven techniques that condense the time from prospecting to closing while taking advantage of today's most innovative concepts in selling skills and E technology Packed with case studies and actual examples of short cycle selling success and techniques that were field tested on clients from Amoco and Pentax to Wells Fargo Bank this hands on book reveals how to Land more accounts Achieve greater sales volumes Generate greater sales income and satisfaction

The Sales Accelerator: Unleashing Your Selling Potential Pasquale De Marco, The Sales Accelerator Unleashing Your Selling Potential is your ultimate guide to mastering the art of short cycle selling and outperforming your competitors in the sales race Written for sales professionals of all levels this book offers a fresh and innovative approach to sales that will revolutionize your selling strategies and propel you towards unprecedented success In this book you will discover proven techniques and practical strategies to shorten your sales cycles land more accounts and achieve greater sales volumes We will guide you through each step of the sales process from identifying prospects to negotiating and closing deals providing you with the tools and knowledge you need to excel in today's competitive business landscape Drawing on real life case studies and field tested techniques The Sales Accelerator offers a comprehensive roadmap to help you maximize your selling potential You will learn how to build a solid sales foundation nurture prospects and convert leads into paying customers We will explore the power of technology in sales equipping you with the skills to leverage CRM systems data analytics and social media to gain a competitive edge The Sales Accelerator goes beyond traditional sales strategies by addressing common sales obstacles and providing effective techniques to overcome objections and handle difficult customers You will gain insights into negotiation strategies learn how to close deals with confidence and develop long lasting customer relationships What sets this book apart is its emphasis on practicality and actionable advice Each chapter is filled with actionable tips step by step guides and thought provoking exercises that will empower you to implement the strategies immediately With a conversational tone and accessible language this book is designed to be your go to resource for accelerating your sales career Are you ready to take your sales performance to the next level The Sales Accelerator Unleashing Your Selling Potential is your ticket to unlocking your true sales potential and achieving unparalleled success Get ready to leave your competitors in the dust and become a sales powerhouse Get your copy today and start accelerating your sales career

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guide to the names and specialties of American and Canadian publishers editors and literary agents includes information on the acquisition process and on choosing literary agents **Jeff Herman's Guide to Book Publishers, Editors and Literary Agents 2006** Jeff Herman,2005-10 Now updated for 2008 this annual edition of the classic bestselling directory provides everything working writers need to find the most receptive publishers editors and agents for their work

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