

SHUT THE HELL UP AND SELL

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Shut Up and Sell More Weddings & Events - Caterer & Venue Edition Alan Berg,2020-06-17 Author s note This special edition of Shut Up and Sell More Weddings Events is for Caterers and Venues If you ve already read the original edition most of this is going to be the same for you I ve updated and changed the references to be specifically applicable to caterers and venues It will certainly be a good refresher for you I just want to be transparent If you ve not read the original book this will be all new to you Thanks for choosing this book and I look forward to your feedback and seeing how else I can help you succeed It all starts with a sale Whether you love it or hate it making sales drives your venue or catering business You don t get to use your creative skills for cooking decorating planning and organizing weddings and events until you make the sale If you ve been selling for a long time this book will be a good refresher If you re new to selling this book will give you the tools and the confidence to make more sales I ll show you how to ask better questions really listen to the answers and help your customers buy Using real examples and stories of people just like you I ll guide you to find you own unique selling style When your customers can see and understand why they should buy from you and only you they have to pay your price You ve taken an important first step towards making more sales Thanks for choosing me as your guide **Shut Up and Sell , Shut Up and Sell!** Don Sheehan,1984 Gives practical tips on making sales with more than a hundred specific tactics to use to overcome sales resistance Shut-Up & Sell! Diane Ciotta,2016-09-19 Too much talking and too little listening is a typical practice of too many sales executives Common sense suggests that having two ears and one mouth is a clear indication that they should be used in that proportion particularly in professional selling But then again common sense just isn t so common is it As a result of goals and incentives combined with a natural competitive nature salespeople are often driven to be fast talking self centered high pressure individuals causing their integrity to be compromised Selling with integrity is perceived as an oxymoron because ordinary salespeople approach the sales process like it s a competitive sport where there is a winner and a loser and the entire game is played on the defensive But extraordinary sales professionals engage in the art of combining integrity with passion and focus on meeting their clients needs versus their own needs by not trying to fit square pegs into round holes Shut Up Sell encourages sales specialists to incorporate an integrity focused approach to professional selling based on common sense principles depicted in humorous real life examples It begins with a sincere interest to meet a need and develops into a mutually beneficial relationship In sales walking the tightrope of attaining desired professional accomplishments while maintaining personal integrity is a bold yet achievable balance that when perfected results in genuine ultimate success Shut Up and Sell More Weddings and Events - Shutterbooth Edition Alan Berg,2017-12-04 It all starts with a sale Whether you love it or hate it making sales drives your wedding and event business You don t get to use your creative skills for cooking music flowers decor fashion ceremonies or whatever your business is until you make the sale If you ve been selling for a long time this book will be a good refresher If you re new to selling this book will give you the tools and

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