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games with customers In the same industry I have observed countless people who had been taught to sell with high integrity
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Tips For Selling Your Home Yourself Bill Vincent, 2012-03-17 So you d like to sell your house Great Everyone s doing it But this is your first time and you ll be doing the sale yourself Nervous Of course The fact is it s only unnerving because you haven t got a clue about the dynamics of selling a house your house It s the one asset you have where you ve plunked down your lifetime savings Now you want it all back That equity you were slowly building over these years will come back to you a hundredfold because you ve thought about it long enough to realize that there is a handsome profit

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Selling from Your Comfort Zone Stacey Hall, 2022-07-26 You don't have to betray yourself or your values to close stellar sales This book introduces a simple formula for a personalized approach to building connections through alignment and problem solving So many salespeople believe that they have to push themselves out of their comfort zones and compromise their values to sell products But as Stacey Hall shows the comfort zone can actually be a power zone that leads to sales satisfaction and success Selling from Your Comfort Zone shifts away from pushy and spammy sales tactics and instead shows how you can bring meaning to your role as a salesperson Hall teaches how to remain in alignment with your calling with yourself with what you are selling with your prospects and with what you are saying to your prospects By being aligned with your core values and personality traits you will have more confidence energy and courage to achieve your goals which greatly increases the chances of success Studies reveal that while men generally rely on improving and driving outcomes to close sales women tend to emphasize building connections shaping solutions and collaborating Hall's Alignment Marketing formula combines both skillsets in an easy to follow process for gently expanding your comfort zone to the edge of its safe boundaries By adopting this approach you can stay flexible and resilient in the face of problems and objections that all salespeople encounter along the way

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