



Selling Our Security

Léo Pomar



Selling Our Security:

Selling Security Systems Like a Pro Lou Sepulveda, 2011-05-29 Lou Sepulveda C P P is a 36 year sales and sales management veteran in the security alarm business Lou sold security systems belly to belly to literally thousands of happy customers In this book Lou shares his vast security sales knowledge to assist new and experienced security salespeople achieve record sales performance Learn how prospect for sales leads deliver a polished presentation guaranteed to sell and close more sales Lou exposes the top objections security salespeople face and more importantly exactly how to answer the objections sales pros face in a professional non threatening way Learn twelve closes that will insure you close more sales Lou has trained security professionals in every state in the United States as well as in thirty countries around the world

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