

Closing a Sale

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in a
day

Tom Hopkins

Sales Closing For Dummies

Tom Hopkins



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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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Hopkins, 2012-10-26 Get the know how to close a deal and make your quota in a day Closing a Sale In A Day For Dummies outlines the anatomy of a sales closing offers strategies for asking the right questions and gives you invaluable tips for overcoming tough customers The anatomy of a close Questioning and listening strategies No frills closing techniques Overcoming tough customers This e book also links to an online component at dummies.com that extends the topic into step by step tutorials and other beyond the book content

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Selling All-in-One For Dummies The Experts at Dummies,2012-02-01 Tried and true information and tips for selling like a pro 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 Whether you're in charge of your own selling career or you're responsible for training and managing a professional sales force Selling All In One For Dummies features everything you need to know to improve your results This valuable selling resource includes new ways to effectively network and prospect through the power of all the social media networking sites such as LinkedIn Twitter and Facebook as well as ways to optimize sales success through Webinars the latest tips and advice to build an appealing image proven questioning methods that close sales updated advice on keeping clients business and building their loyalty and how to adapt presentations and techniques Proven methods and techniques that will lead to bigger sales and more loyal customers Advice on separating yourself from the pack Plus four chapters on selling in specialized areas from biotechnology to real estate Selling All In One For Dummies is the authoritative guide to navigating the ever changing and growing sales arena

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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 sales 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

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How to Master the Art of Selling Financial Services Tom Hopkins,2016-02-01 Whether you're a financial services expert or novice you understand the business You've worked hard to gain your product knowledge You watch industry trends But do you know how to talk to clients so they'll listen The *Art of Selling Financial Services* depends upon the collaboration of listening and understandably communicating to clients Learning how to quickly gain the trust of others get them to like you take your advice and become long term clients is the foundation for every successful business Tom Hopkins has been training in the financial services industry since 1990 and he has developed methods to help you communicate to your clients and you understand what your clients want from you Once you know what clients want you can learn how to provide it Financial services representatives have turned to Tom Hopkins for years for his proven effective professional selling strategies which have helped them learn how to help more of their clients make financial planning decisions *How to Master the Art of Selling Financial Services* will help you Learn effective ways to talk with clients and calm their fears Ask the right questions to get clients talking about their needs Implement client feedback so that you can provide your best service Increase your sales ratios with closing strategies that make sense to your clients Grow your business with powerful yet simple referral strategies Tom Hopkins methods will teach you how to master the art of selling financial services more effectively and efficiently than ever before

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 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.

When Buyers Say No Tom Hopkins, Ben Katt, 2014-04-01. This is a complete and practical guide which highlights the author's new strategic approaches to selling when the buyer initially declines or is resistant on a sales opportunity. Hopkins and Katt explain that most sales reps take a traditional linear approach to selling but that the trick in closing is in taking a more creative and circular approach. That's the key. It all starts with how the buyer initially says No. Too many sales reps don't pay close attention as to how that's presented. Hopkins and Katt point out that no may suggest all sorts of other options/avenues that can eventually lead to the buyer actually saying yes. The authors introduce a novel concept called the Circle of Persuasion which offers sales reps a new approach in this potentially tricky process. Along the way, *WHEN BUYERS SAY NO* details prescriptive steps and even sample dialogues that will instruct and guide sales professionals on how to best cultivate buyer/seller relationships. There's particular emphasis on how to establish the kind of rapport that ultimately leads to a successful close.

The Enigmatic Realm of **Sales Closing For Dummies**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing lacking extraordinary. Within the captivating pages of **Sales Closing For Dummies** a literary masterpiece penned by a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting affect the hearts and minds of those that partake in its reading experience.

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