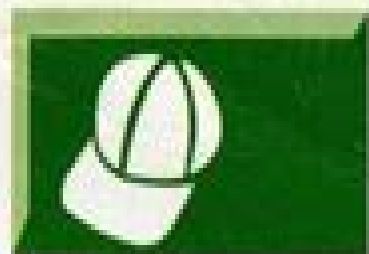


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Dave J. Kahle



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inmediato resultados exitosos en su vida profesional y personal este es el libro de ventas más fascinante que jamás se haya escrito Actualidad económica, 2000 Vistazo, 2000 **Abrace A Sus Clientes** Jack Mitchell, 2008-09 El libro describe la filosofía de ventas que sigue la empresa Mitchells Richards una compañía familiar de 65 millones de dólares y posee dos tiendas de ropa de alta calidad en Connecticut La filosofía de la empresa es la de Abrazar a los clientes ofreciéndoles calidez y amor en el servicio el lema es Una vez cliente siempre un amigo Ser un vendedor exitoso Jaime Arratia, 2002 El día Que Mi Jefa Lloró Rolando Medina Martinez, 2020-11-11 El día que mi jefa lloró Sea un vendedor exitoso es un libro dirigido a todo aquel que quiera ser exitoso en el arte de vender El título y contenido del libro recoge anécdotas de la vida real que contienen enseñanzas y consejos para mejorar el desempeño de vendedores supervisores y compañías Estos consejos son el resumen de una experiencia de más de 40 años en ventas y lo aprendido en mi programa doctoral de administración de empresas Muchos de estos consejos pueden generar grandes cambios para desarrollar una cultura saludable dinámica y empresarial para empleados de compañías Estos consejos le harán consciente de aquellos aspectos que no debe pasar por alto para ser un vendedor exitoso Si quiere aprender a ser más asertivo y evitar cometer los errores que a otros le han costado tiempo y dinero este libro es para usted Comience a leerlo y tenga una vida exitosa en el campo de las ventas EN Pandemia, Como ser un Vendedor Exitoso? Juan Q, 2021-04-10 Los mejores vendedores de las más grandes empresas lo hacen desde su casa Quieres saber cómo ser el mejor de los mejores aquí te comparto el secreto **De vendedor 10 a líder de éxito** Carlos Fett, 2012-12-11 Este libro trata sobre cómo mantenerse o convertirse en un vendedor excelente un Vendedor 10 aquel que se diferencia de los demás por los resultados y la capacidad y es el ejemplo a seguir Y una vez alcanzado el objetivo de ser un vendedor exitoso veremos qué hay que hacer para convertirse en un directivo de éxito **Cómo Dominar tu Mente para Vender Más** Ariel Ortuño, 2020-09-21 El vendedor o empresario que de verdad quiere vender más primero necesita cambiar su mentalidad Las creencias limitantes en tu mente inconsciente son las granadas escondidas que explotan para sabotear tu deseo de vender más Podrás buscar en internet muchas técnicas de ventas negociaciones y cierres pero de poco te servirán debido a que tu mente inconsciente no dejará avanzar Si lo que quieres y lo que tienes programado en tu mente inconsciente no apunta hacia la misma dirección tendrás que hacer mucho esfuerzo para generar un poco de resultado tu mente inconsciente siempre ganará para bien o para mal Vendedores Tenaces no pretende darte la receta secreta de las ventas ni la fórmula mágica para vender más Lo que hace este revelador libro es mostrarte la realidad sobre las ventas que muchos desconocen hay vendedores que nunca estudian y son de los mejores hay vendedores que estudian mucho y son de los peores hay vendedores que se hacen los mejores porque estudian y practican Entonces qué hacen los que logran vender más o qué no hacen Vendedores Tenaces te dota de herramientas y acciones que aumentarán tus posibilidades de vender más cambiar de manera radical tu mentalidad Ariel Ortuño es escritor y conferencista Tiene más de 20 años estudiando el comportamiento humano lleva más de 10 años dando entrenamientos de alto impacto Ha dictado más de 1 000 conferencias y

es experto en influencia y persuasi n Es autor de 6 libros Persuasi n 1 La llave secreta para influir la mente de una persona2 Persuasi n Emp tica 26 sencillas t cnicas de persuasi n que puedes usar con todosLiderazgo 3 Neuroliderazgo Persuasivo 24 trucos psicol gicos para aumentar tu liderazgo4 Todo lo que te dijeron sobre ser l der y que es mentiraVentas 5 Vendedores Tenaces C mo dominar tu mente para vender m s6 Ya soy Freelancer y ahora c mo vendo Vendedores Tenaces te dar una visi n m s amplia de c mo mejorar tu carrera de ventas Aprender s c mo funciona tu mente en las ventas Sabr s qu hacer y qu no hacer para vender m s Entender s a los clientes de acuerdo a su personalidad y tipo de pensamientos Romper s la barrera del precio Conocer s cu les son los Principios de las Ventas y por qu tienes grandes posibilidades de vender m s Identificar s cu les son las 3 principales barreras de un vendedor y c mo romperlas Sin la mentalidad adecuada no vas a vender nada

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