

Tom Hopkins



LOW PROFILE SELLING

# Low Profile Selling Audio

**Rick Smith, Kim Miller**



## Low Profile Selling Audio:

Tom Hopkins' Low Profile Selling Tom Hopkins,1994 Tom Hopkins dedicated himself to improving the image of salespeople the world over nearly 20 years ago when he founded Tom Hopkins International He constantly studies trends in business and talks with sales professionals the world over learning from them and teaching them at the same time The majority of today s successful salespeople have learned that a low profile approach to presenting their product or service to customers works exceptionally well Tom defines this approach as acting like a lamb while selling like a lion **Sell It**

**Today, Sell It Now** Tom Hopkins,2016-09-01 Have you discovered the power of the one call close Sell it Today Sell it Now by sales champion Tom Hopkins is your ultimate reference guide to planning and perfecting the art of one call closing Whether you are an established sales professional with a long track record of achievement or a newcomer yet to make that first sale you will learn why hundreds of thousands of salespeople use this book as a resource for new techniques and surprising insights You will discover how easy it is to Employ the 15 keys of overcoming objections Overcome your fear of closing Manage the 4 concepts that control all sales Let your customers answer their own objections Master the art of the one call close Once you get a taste of this easy going soft selling results only system you ll absolutely love it and never want to sell any other way This step by step sales training book holds the key to your successful sales career **Shoot to Sell**

Rick Smith,Kim Miller,2013-04-26 Producing and Distributing Special Interest Videos is a step by step do it yourself guide for successfully producing selling and marketing videos without a huge financial investment for anyone who has an idea or expertise that they want to showcase in video Learn how to successfully create and market videos for carefully researched niche markets for long term residual income *Mastering the World of Selling* Eric Taylor,David Riklan,2010-07-30 Of the

17 million people in the U S who are involved directly or indirectly in sales many repeatedly acknowledge facing four major challenges No prior sales education or training Lack of formalized sales training resources and methodologies provided by their companies Due to the recession and downsizing era lack of 12 18 month professional sales training for new hires provided by Fortune 500 companies A consistent struggle to keep their sales force distributors manufacturers reps and affiliates motivated and focused on effectively selling their products and services Mastering the World of Selling helps companies and entrepreneurs overcome these four major obstacles with candid advice and winning strategies from the leading sales trainers and training companies in the world Acclivus AchieveGlobal Action Selling Tony Allesandra Brian Azar Baker Communications Inc Mike Bosworth Ian Brodie Ed Brodow Mike Brooks Bob Burg Jim Cathcart Robert Cialdini PhD Communispond Inc Tim Connor CustomerCentric Selling Dale Carnegie Sam Deep Bryan Dodge Barry Farber Jonathan Farrington Jeffrey Fox Colleen Francis FranklinCovey Sales Performance Solutions Thomas A Freese Patricia Fripp Ari Galper General Physics Corporation Jeffrey Gitomer Charles H Green Ford Harding Holden International Chet Holmes Tom Hopkins Huthwaite Inc Imparta Ltd InfoMentis Inc Integrity Solutions Janek Performance Group Inc Tony Jeary Dave Kahle

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*How to Master the Art of Selling* Tom Hopkins,2015-05-04 You re in sales Whether you call it persuasion or sharing it all boils down to the same thing Your aim is to get other people to accept you your product or your idea Within these pages are hundreds of ideas for doing just that Not only are the ideas here but the words and phrases that make them work are here as well Tom Hopkins is unique in that he won t teach you any strategy that he hasn t proven to work successfully in real life selling situations One single strategy alone has tripled the sales volume of many readers That s why the book is recognized as a classic 25 years after its first printing This book is written in clear easy to understand language There s no hype or theory here just proven effective how to strategies to help you increase your sales volume immediately Need help in a specific area Check out the detailed index The answers to nearly every concern or objection are literally at your fingertips Save yourself the time it took Tom to master the art of selling It s all wrapped up in these pages for you

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and mobile entertainment issues and trends      **Billboard** ,2000-11-18 In its 114th year Billboard remains the world's premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends      **PC Mag** ,1998-08 PCMag.com is a leading authority on technology delivering Labs based independent reviews of the latest products and services Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology      *Who Owns the Media?* Benjamin M. Compaine,Douglas Gomery,2000-07-13 This thorough update to Benjamin Compaine's original 1979 benchmark and 1982 revisit of media ownership tackles the question of media ownership providing a detailed examination of the current state of the media industry Retaining the wealth of data of the earlier volumes Compaine and his co author Douglas Gomery chronicle the myriad changes in the media industry and the factors contributing to these changes They also examine how the media industry is being reshaped by technological forces in all segments as well as by social and cultural reactions to these forces This third edition of *Who Owns the Media* has been reorganized and expanded reflecting the evolution of the media industry structure Looking beyond conventional wisdom and expectations Compaine and Gomery examine the characteristics of competition in the media marketplace present alternative positions on the meanings of concentration and ultimately urge readers to draw their own conclusions on an issue that is neither black nor white Appropriate for media practitioners and sociologists historians and economists studying mass media this volume can also be used for advanced courses in broadcasting journalism mass communication telecommunications and media education As a new benchmark for the current state of media ownership it is invaluable to anyone needing to understand who controls the media and thus the information and entertainment messages received by media consumers      **Billboard** ,1973-07-14 In its 114th year Billboard remains the world's premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends      **InfoWorld** ,1997-04-28 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects      **InfoWorld** ,1997-07-21 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects      **Sound & Communications** ,1991

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