

SHUT UP TO SELL: HOW TO TRANSLATE YOUR SELLING METHODS ACROSS CULTURES



With Ambrose Blowfield

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Shut Up and Sell More Weddings & Events - Caterer & Venue Edition Alan Berg, 2020-06-17 Author's note This special edition of Shut Up and Sell More Weddings Events is for Caterers and Venues If you've already read the original edition most of this is going to be the same for you I've updated and changed the references to be specifically applicable to caterers and venues It will certainly be a good refresher for you I just want to be transparent If you've not read the original book this will be all new to you Thanks for choosing this book and I look forward to your feedback and seeing how else I can help you succeed It all starts with a sale Whether you love it or hate it making sales drives your venue or catering business You don't get to use your creative skills for cooking decorating planning and organizing weddings and events until you make the sale If you've been selling for a long time this book will be a good refresher If you're new to selling this book will give you the tools and the confidence to make more sales I'll show you how to ask better questions really listen to the answers and help your customers buy Using real examples and stories of people just like you I'll guide you to find your own unique selling style When your customers can see and understand why they should buy from you and only you they have to pay your price You've taken an important first step towards making more sales Thanks for choosing me as your guide [Shut Up and Sell](#) ,

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