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THAT WILL
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SALES IN
21 DAYS



Kerry Johnson MBA, Ph.D.

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Sales Magic Kerry Johnson, MBA, PhD, 2020-03-24 Kerry Johnson reveals the hidden and subliminal techniques that top sales professionals unconsciously use and how you can master these simple but profound techniques by using NLP Neuro Linguistic Programming a series of powerful discoveries about behavior communication and trust You will learn how to speak the language of how your prospect thinks The book will show you to increase your closing ratios by gaining trust in only a few minutes You can then communicate with your clients on deeper ever more subtle levels Using both verbal and physical skills you will learn how to pace your sales calls You will learn how to establish rapport with ease and assurance listen to clients more effectively turn objections into approval and discover a client's buying strategy in minutes *Sales Magic* also contains charts diagrams and quizzes as well as a special twenty one day program which guarantees that you will be able to successfully use Dr Johnson's techniques immediately Kerry Johnson MBA Ph D is in constant demand as a speaker He presents around the world to audience from Halifax to Hongkong and from Stockholm to San Diego He is the author of 9 book that have helped hundreds of thousands increase their sales In the 1970's he was a professional tennis player on the International Grand Prix Circuit He is in contact demand as a speaker and motivator to demonstrate and explain the new technology of selling which he has developed the technology you will learn to apply in *Sales Magic* *Sales Magic* Kerry Johnson, 2020-03-24 Master these simple but profound techniques by using NLP a series of powerful discoveries about behavior communication and trust and learn how to speak the language of how your prospect thinks *Sales Magic* Kerry L. Johnson, 1994 Now at last the acclaimed Nightingale Conant audio program *Sales Magic* has been transformed by its author into an astonishingly powerful and effective book Readers will discover how the rules of sales psychology and unconscious communication can unleash unlimited sales potential Charts *Zen and the Art of Making a Living* Laurence G. Boldt, 1999-05-01 The most innovative unconventional and profoundly practical career guide available newly revised and updated With today's economic uncertainties millions of Americans realize they must seize control over their own career paths They want work that not only pays the bills but also allows them to pursue their real passions In this revised edition Laurence Boldt updates and revises his revolutionary guide to meet the challenges of the twenty first century workplace The first part of this book helps readers to identify the work that they really want to do while the second provides practical active steps to finding or creating that work *Zen and the Art of Making a Living* goes beyond inspiration providing a proven formula for bringing creativity dignity and meaning to every aspect of the work experience **Small Business Sourcebook**, 2004

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