

HOW TO SELL

(EVEN IF YOU HATE SELLING)



Selling For People Who Hate To Sell

Jerry Acuff



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Selling for People who Hate to Sell Brigid McGrath Massie, John K. Waters, 1996 Offers suggestions for organizing successful meetings creating effective presentations networking becoming self motivated and coping with stress *Selling Skills for the Nonsalesperson* Gary S. Goodman, 1992 *Stop Acting Like a Seller and Start Thinking Like a Buyer* Jerry Acuff, 2010-12-28 Praise for stop acting like a seller and Start Thinking Like a Buyer Stop Acting Like a Seller and Start Thinking Like a Buyer is a book that teaches you emphatically that words matter If you want to set yourself apart from others whether you re selling a product or a concept this is a book to read Not only will you learn how to prepare for sales success you will learn how to be far more effective by thinking like a buyer Theresa Martinez Brand Director Roche Laboratories This book shares a great commonsense approach to developing a new sales attitude and mindset that will work no matter what you re selling Jerry has successfully articulated a powerful and unique formula for sales greatness Duggar Baucom head basketball coach Virginia Military Institute This is a book for people who truly want to have incredible success in sales Thinking like a buyer is the most powerful way to help customers and prospects think differently about you and your product This book shows you exactly how to make that happen in a step by step way If you want to learn how to guarantee your success in selling or influencing this is a book you must read Dan C Weilbaker PhD McKesson Professor of Sales Northern Illinois University A mind shift takes place when you read Acuff s book and realize it s all about them The book helps you understand human psychology and behavior and gives you the practical tips encouragement and examples to help you stand out and be valued by your customers regardless of what you re selling Charlene Prounis Managing Partner Flashpoint Medica **Secrets of a Six Figure Expert** Rob Cuesta, 2012-03-15 What does it really take to build a profitable fulfilling business as a coach consultant or professional adviser In this book Rob Cuesta the Six Figure Business Mentor for Coaches Consultants and Trainers shares with you exactly how he built a six figure coaching and consulting practice by breaking every rule in the book Inside the pages of this explosive book you ll discover how following the standard ways of building a business is holding you back from achieving the success you deserve and taking up your place as the Natural Expert in your field **Multiple Streams of Income** Robert G. Allen, 2011-01-19 In Multiple Streams of Income bestselling author Robert Allen presents ten revolutionary new methods for generating over 100 000 a year on a part time basis working from your home using little or none of your own money For this book Allen researched hundreds of income producing opportunities and narrowed them down to ten surefire moneymakers anyone can profit from This revised edition includes a new chapter on a cutting edge investing technique Cash in a Flash Robert G. Allen, Mark Victor Hansen, 2010-12-28 Bestselling authors Mark Victor Hansen and Robert G Allen are back following their mega hit The One Minute Millionaire with new strategies to generate cash quickly Right now everyone needs trusted proven practical advice and techniques for making money fast In Cash in a Flash two of the most successful entrepreneurs in the country show readers how to use the skills and resources

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