

Don't make things complicated if  
they are simple.

# Selling Is Simple If You Dont Make It Complicated

**Virginia Grant**



## **Selling Is Simple If You Dont Make It Complicated:**

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**The Street Smart MBA** James Mangraviti,Steven Babitsky,2014-03-01 Business schools have long enticed students into their MBA programs with the promise that after a short stint spent studying the ins and outs of the business world they will be able to step right into the upper echelons of management or launch a business that soon has them flitting about the world in a private jet Sounds great you say Sign me up Not so fast Sure business school might prove a necessary prerequisite for those aiming to gain employment at a large financial institution land a job with a consultancy or accelerate their journey to managerial superstardom at a Fortune 500 company But for aspiring entrepreneurs and established business owners alike the truth of the matter is this The ability to get a business off the ground and running successfully is not the byproduct of toiling away in a classroom learning esoteric subjects like the economics of competition Rather all it takes to start and run a truly successful business are a few sensible time proven techniques that have been needlessly forgotten in business innovators haste to reinvent the wheel That s why in The Street Smart MBA Steve Babitsky and James J Mangraviti Jr encourage you to ditch class or better yet ditch b school altogether and go back to the business basics with a series of ten

simple steps that will do more for your company than the letters M B and A ever will There are no forays into game theory in The Street Smart MBA no parables and no intellectualizing Instead what you will find is a practical easy to understand step by step business strategy guide that encourages you to revive a handful of basic yet essential practices that many business owners have lost sight of such as Building a brand that is so synonymous with quality that you ll be able to maximize your company s profits in no time Turning your company s products and services into profits by finding your company aniche working with deadlines and honoring your company s image above all else Dealing with customer complaints head on so that you can turn gripes into opportunities Doing favors mentoring and sending gifts in order to grow your business network And much more With its emphasis on ten simple yet time honored principles that lead to business success The Street Smart MBA is all the business education that entrepreneurs with great ideas and business owners with the drive to succeed will ever need

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**How to Deal with Difficult Customers** Dave Anderson,2013-05-21 Praise for How to Deal with Difficult Customers The application of the ten key strategies in this book will help every sales professional learn how to deal with the truly difficult and how to avoid creating unnecessary difficulties It s written with the same wit humor and inspiration that have made Anderson s prior books so effective Margaret Callihan President Chairman and CEO SunTrust Bank Florida Anderson knocks another one out of the park with How to Deal with Difficult Customers The problem is real Anderson s solutions make sense and as always he makes you laugh in the process Mike Roscoe Editor in Chief Dealer Magazine I could not put this book down It s a salesperson s bible offering clear and concise how to advice If you re in the

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## Whispering the Techniques of Language: An Psychological Quest through **Selling Is Simple If You Dont Make It Complicated**

In a digitally-driven world wherever screens reign great and quick interaction drowns out the subtleties of language, the profound strategies and psychological nuances concealed within words often get unheard. Yet, nestled within the pages of **Selling Is Simple If You Dont Make It Complicated** a interesting literary prize sporting with fresh feelings, lies an exceptional quest waiting to be undertaken. Published by a skilled wordsmith, this enchanting opus invites visitors on an introspective journey, lightly unraveling the veiled truths and profound impact resonating within the cloth of each and every word. Within the psychological depths with this touching review, we can embark upon a heartfelt exploration of the book is core subjects, dissect its captivating publishing type, and succumb to the powerful resonance it evokes deep within the recesses of readers hearts.

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