

# **Sell Yourself To Science**

## National Salesmen's Training Association

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The Science of Selling David Hoffeld, 2022-02-08 The Revolutionary Sales Approach Scientifically Proven to Dramatically Improve Your Sales and Business Success Blending cutting edge research in social psychology neuroscience and behavioral economics The Science of Selling shows you how to align the way you sell with how our brains naturally form buying decisions dramatically increasing your ability to earn more sales Unlike other sales books which primarily rely on anecdotal evidence and unproven advice Hoffeld's evidence based approach connects the dots between science and situations salespeople and business leaders face every day to help you consistently succeed including proven ways to Engage buyers emotions to increase their receptiveness to you and your ideas Ask questions that line up with how the brain discloses information Lock in the incremental commitments that lead to a sale Create positive influence and reduce the sway of competitors Discover the underlying causes of objections and neutralize them Guide buyers through the necessary mental steps to make purchasing decisions Packed with advice and anecdotes The Science of Selling is an essential resource for anyone looking to succeed in today's cutthroat selling environment advance their business goals or boost their ability to influence others Named one of The 20 Most Highly Rated Sales Books of All Time by HubSpot How to Master the Art and Science of Selling Bob Oros, 2016-09-03 Bob Oros along with 67 colleagues making 348 contributions reveal how to turn your sales activities from dread and apprehension to a positive and exciting experience Powerful lessons with input from dozens of successful sales professionals that will skyrocket your confidence and put your sales in overdrive Napoleon Hill's Science of Successful Selling Napoleon Hill Associates, 2020-10-21 Many followers of Napoleon Hill often miss the fact that he was not only a gifted writer and speaker but also a man who made a living teaching other people how to sell In 1913 Hill began working for the LaSalle Extension University in Chicago giving him valuable insight into what he liked doing and what he did well teaching people how to sell products services and above all themselves This book will give you the tools you can use to effectively sell yourself and your ideas Learn The principles of practical psychology used in successful negotiation How to create intelligent promotion in order to succeed The strategy of professional salesmanship The qualities the professional salesperson must develop Autosuggestion the first step in salesmanship About the Master Mind Concentration Initiative and Leadership How to qualify the prospective buyer How to neutralize the prospective buyer s mind The art of closing the sale The ability to influence people without irritating them is the most important trait in salesmanship This book is devoted to an analysis of the principles of psychology through which anyone may negotiate with others without causing friction The principles were conceived from the life experiences of some of the most successful leaders in business industry finance and

education known to the American people in the first half of the 20th century They are also the principles by which one may win friends and influence people without unneccessarily flattering them br The world needs new leaders and is rich with opportunities for professional salespeople who are creative energetic and desire to benefit others You can be one of them

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