

Selling To Vito The Very Important Top Officer

David Mattson, Anthony Parinello

Selling To Vito The Very Important Top Officer:

Selling To Vito Anthony Parinello, 1999-09-01 Selling to Vito contains all the tactics you need to get appointments with impossible to reach top decision makers They in fact are the Very Important Top Officers VITOs the people with the ultimate veto power who hold the key to bigger commission checks every sales award you could possibly win and VITO to VITO referrals that you can take to the bank You ll quickly learn how to Get into new accounts at the top Keep out of time consuming log jams and into VITO s office Promote loyalty at the top with existing customers and capture add on business Increase the size of every sale Selling To VITO offers innovative new ideas and street smart tactics for reaching the very top person in any organization It's based on the seminars that have helped thousands of sales professionals from top corporations like Canon 3M Hewlett Packard and MCI bust quotas and increase commissions It can help you too by getting you to the right person so you can do what you do best SELL Anthony Parinello is without question the country s foremost expert on getting appointments with and selling to top decision makers This book is the product of his twenty three years of award winning sales performance Getting to VITO (The Very Important Top Officer) Anthony Parinello, 2005-01-25 The author of the bestseller Selling to VITO returns with a 10 step plan for getting to the Very Important Top Officer's top of mind top of wallet and top of their to do list Anthony Parinello's Selling to VITO introduced salespeople everywhere to the Very Important Top Officer and taught them the precise steps of how to sell to the person with the ultimate veto power Now Parinello returns with Getting to VITO a one of a kind sales resource that offers proven best practices advice on how to get into VITO s head get into their budgets and get on their team as a trusted advisor Based on Parinello s own extensive sales experience as well as the experiences of the more than one million salespeople who ve studied his VITO process Getting to VITO shows salespeople how to Find and pre qualify the real VITO Establish real value in VITO s eyes Cut to the chase with seven different correspondence modalities Disarm every first call objection a salesperson may encounter Deliver the show stopper elevator pitch for every industry One on one coaching from Parinello s own professional coach Anthony Parinello San Diego CA is the country's foremost expert on selling to top officers. His bestselling book and audiotape program Selling to VITO The Very Important Top Officer has sold more than 500 000 copies Parinello's Secrets of VITO Think and Sell Like a CEO was a Wall Street Journal bestseller and his most recent book Getting the Second Appointment has been accepted by his following as the new sales process of choice Selling to VITO the Very Important Top Officer Anthony Parinello, 2010-07-15 There has never been a sales book that gives you one on one personal help to catapult your sales career and your personal income to a level that will surprise you and shock your sales manager You ll stop wasting your precious selling time with non decision makers getting any rejection whatsoever from gatekeepers working your keester off for itsy bitsy sales losing sales that you thought you were going to win not making your sales quota You ll start making sales that are up to 65 percent bigger cutting your sales cycle in half getting as much as 120 percent more add on business from your existing customers

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