



Selling with Emotional Intelligence

The Future of High-Performance Sales

Master the skills that set top-performing sales professionals apart: **Emotional Intelligence (EI)** for authentic influence and lasting results.



SPEAKER

STEVE GUTZLER

Selling With Emotional Intelligence

David Yule



Selling With Emotional Intelligence:

Emotional Intelligence for Sales Success Colleen Stanley, 2012-11-01 Even skilled salespeople buckle in tough selling situations getting defensive with prospects who challenge them on price or too quickly caving to discount pressure These fight or flight responses are something salespeople learn to avoid when building their emotional intelligence Sales trainer and expert Colleen Stanley cites studies that show how emotional intelligence EI is a strong indicator of sales success and offers tips on how you can sharpen your skills and expand your emotional toolkit Increasing your emotional intelligence is a sure way to overcome tough selling encounters In *Emotional Intelligence for Sales Success* you ll learn how to increase impulse control for better questioning and listening which EI skills are related to likability and trust how empathy leads to bigger sales conversations and more effective solutions how emotional intelligence can improve prospecting efforts which EI skills are most common among top sales producers and much more Customers can get product information and price comparisons online The true differentiator between you and a bot is your ability to deftly solve problems and build relationships Emotional intelligence plays a vital role at every stage of the sales process From business development to closing the deal emotional intelligence will drive your performance and your success **Selling with Emotional**

Intelligence Mitch Anthony, 2003-04-30 Secret to sales success starts with higher emotional intelligence E Q Improve your E Q and watch your sales soar Emotional Intelligence E Q is the ability to relate to people and maintain positive relationships and is now widely regarded as more critical to workplace success than I Q Selling With Emotional Intelligence will help sales professionals improve their E Q for better performance **Selling with Emotional Intelligence** , 2003 Secret to sales

success starts with higher emotional intelligence E Q Improve your E Q and watch your sales soar Emotional Intelligence E Q is the ability to relate to people and maintain positive relationships and is now widely regarded as more critical to workplace success than I Emotional Selling David Yule, 2005 It has been estimated that 80% of all buying decisions are based on

emotion The key to successful sales is making the right connection with the customer and extracting the right emotional response Emotional Selling sets out a tried and tested technique *Emotional Intelligence for Sales Leadership* Colleen Stanley, 2020-06-16 The best way to get ahead in sales is by developing the critical soft skills that will enable you not just survive but thrive Chronic complainers no accountability finger pointers or learning resistant laggards these culture killers costs sales organizations more in productivity than being weak in the so called hard skills of selling Sales leadership expert Colleen Stanley shows how emotional intelligence and the development of these critical soft skills improve sales leadership effectiveness and outperforms doubling down on more sales technology tools and fads In *Emotional Intelligence for Sales Leadership* Colleen provides sales secrets that Shows sales leaders why real world empathy and emotion management are the key to building strong relationships with their sales team Offers simple steps on how sales leaders create sales cultures that embrace feedback and change through the development of critical emotional intelligence skills Provides guidance on

how to identify key emotional intelligence skills needed in your hiring process to build resilient sales teams Walks readers through the process of training sales teams on soft skills that ensure the consistent execution of the right selling behaviors The missing link is in hiring for and developing emotional intelligence skills in sellers and sales leaders Emotional Intelligence for Sales Leadership will connect with anyone charged with growing sales in business to business or business to consumer sales

Sales EQ Job Blount, 2017-03-02 The New Psychology of Selling The sales profession is in the midst of a perfect storm Buyers have more power more information more at stake and more control over the sales process than any time in history Technology is bringing disruptive change at an ever increasing pace creating fear and uncertainty that leaves buyers clinging to the status quo Deteriorating attention spans have made it difficult to get buyers to sit still long enough to challenge teach help give insight or sell value And a relentless onslaught of me too competitors have made differentiating on the attributes of products services or even price more difficult than ever Legions of salespeople and their leaders are coming face to face with a cold hard truth what once gave salespeople a competitive edge controlling the sales process command of product knowledge an arsenal of technology and a great pitch are no longer guarantees of success Yet this is where the vast majority of the roughly 20 billion spent each year on sales training goes It's no wonder many companies are seeing 50 percent or more of their salespeople miss quota Yet in this new paradigm an elite group of top 1 percent sales professionals are crushing it In our age of technology where information is ubiquitous and buyer attention spans are fleeting these superstars have learned how to leverage a new psychology of selling Sales EQ to keep prospects engaged create true competitive differentiation as well as shape and influence buying decisions These top earners are acutely aware that the experience of buying from them is far more important than products prices features and solutions In Sales EQ Job Blount takes you on an unprecedented journey into the behaviors techniques and secrets of the highest earning salespeople in every industry and field You'll learn How to answer the 5 Most Important Questions in Sales to make it virtually impossible for prospects to say no How to master 7 People Principles that will give you the power to influence anyone to do almost anything How to shape and align the 3 Processes of Sales to lock out competitors and shorten the sales cycle How to Flip the Buyer Script to gain complete control of the sales conversation How to Disrupt Expectations to pull buyers towards you direct their attention and keep them engaged How to leverage Non Complementary Behavior to eliminate resistance conflict and objections How to employ the Bridge Technique to gain the micro commitments and next steps you need to keep your deals from stalling How to tame Irrational Buyers shake them out of their comfort zone and shape the decision making process How to measure and increase your own Sales EQ using the 15 Sales Specific Emotional Intelligence Markers And so much more Sales EQ begins where The Challenger Sale Strategic Selling and Spin Selling leave off It addresses the human relationship gap in the modern sales process at a time when sales organizations are failing because many salespeople have never been taught the human skills required to effectively engage buyers at the emotional level Job Blount makes a

compelling case that sales specific emotional intelligence Sales EQ is more essential to success than education experience industry awareness product knowledge skills or raw IQ and sales professionals who invest in developing and improving Sales EQ gain a decisive competitive advantage in the hyper competitive global marketplace Sales EQ arms salespeople and sales leaders with the tool **The Practical Guide to Selling with Emotional Intelligence** Daniele Lima,2017-02-01

Selling to the Seven Emotional Buying Styles Greg Ferrett,2012 Selling to the Seven Emotional Buying Styles Sales people have learned hundreds of tricks to help people make a decision and close the sale most of which today s buyers have learned and are now immune to The big problem sales people face is How do you sell when buying is now such a logical process Recent breakthrough scientific studies have revealed logic plays only a small role in the decision making process and in most cases logic is used simply to justify an emotional decision In Selling to the Seven Emotional Buying Styles you will discover how and why emotion is such an important part in decision making and we reveal a much simpler way to close a sale You will learn how to drive emotion in a way buyers will not be aware of Emotion as it is a chemical reaction in the brain once triggered can not be turned off Buyers will sometimes wonder why they made a decision when they know the logical choice was something else This is a very practical book designed to give you everyday tools to take advantage of this breakthrough in understanding of how people make decisions You will meet and identify the seven emotional styles The Hustler The Artist The Normal The Engineer The Politician The Double Checker The Mover Every person from the CEO to receptionist makes decisions based on emotion You will be given a simple tool to identify each style using outward signs such as clothing language stance and office decor You will learn techniques to drive emotion through the use of green and red emotional buttons This book provides a summary of the scientific evidence showing why the old idea of a person being a logical being when faced with a decision is wrong Whether you or your client is aware of it emotion drives every decision Emotional Intelligence is today s buzz word driving the way people learn In the same way emotion is also the way every buyer you meet will make a decision and each buyer will make a decision based on their emotional makeup Every person you meet and want to influence will have a mixture of the seven emotional styles and understanding them is your key to future sales If you are looking to influence a decision or close a sale this book gives you the strategies to work with each emotional style If you want to establish rapport this book helps you by giving you ideas for conversation starters what to talk about and questions to ask of each emotional style so you will know what is really going on in their mind and importantly the chemistry in their brain driving emotion Most importantly it provides you with real tools so you can use emotion to close that important sale This book takes real life sales examples from my 30 years experience in sales and sales management to demonstrate the power emotion brings in closing the sale I have provided examples of losing campaigns where we have turned them around into winning sales in seconds just by recognising and addressing emotional needs You will instantly recognise the emotional styles in your colleagues and your clients and understand why they behave in certain ways This book includes worksheets a test for

you're your own emotional style and ideas to use in your sales meetings This is one book you will refer to time and again to help you plan sales calls and closing sales Make every sales call pay by selling to emotional needs *Sell Smarter, Close Faster, Win More: How to Master the Art of Persuasive Selling* Silas Mary, 2025-02-19 Sell Smarter Close Faster Win More How to Master the Art of Persuasive Selling Sales isn't about pushing harder it's about selling smarter The best salespeople don't rely on luck or pressure they use proven persuasion techniques deep customer understanding and smart strategies to close deals effortlessly This book is your guide to mastering the art and science of selling helping you close more deals shorten the sales cycle and win over customers without feeling pushy Whether you're a beginner or a seasoned pro these strategies will help you sell with confidence and get consistent results Inside you'll discover The psychology behind why people buy and how to tap into it How to ask the right questions that lead to a yes The secret to overcoming objections and closing with confidence How to build instant trust and credibility with prospects Persuasion techniques used by top salespeople to win deals faster Sales isn't about forcing a decision it's about guiding one When you master persuasive selling you won't just close more deals you'll create lasting relationships and a loyal customer base Are you ready to sell smarter close faster and win more Let's get to work *Emotional Intelligence Training For Sales Success* Kevin Walker, 2020-06-11 Don't Ever Want To Lose Out On Achieving Super Success In Sales On Account Of Poor Training For Leveraging Emotions For Successful Selling Then Read On Are you one of those people who find it difficult to cope with your surging emotions when it comes to crunch situations in sales Do you feel that your sales career would change considerably for the better if you could improve your interpersonal skills Have you always been awed at the sight of some people being able to sell comfortably to the most difficult of customers in the most difficult of sales situations Would you like to be one of those people Do you also worry about your poor emotional maturity and panicky behavior becoming a stumbling block in your personal and professional growth in a sales career What if you were told that you could find a great way of managing your emotional lack of control by leveraging the same emotions to achieve sales accelerations Do you think that there is nothing upon the face of this world that would help you conquer your apparent ineptitude in achieving great sales Then this book is what squarely addresses your concerns You need to look no further than this masterfully created tome about Emotional Intelligence Training for Sales Success that explains how you can overcome your sales stalemate by holistically addressing the source of the problem and making you familiar with the paradigm redefining concept of leveraging emotional intelligence for extraordinary sales performance Sure there are a million articles and many books out there that make similar claims but those are nothing more than just claims Understanding emotional intelligence training for sales involves the study of the human mind which anyone will tell you is in the realm of the highest science This book has referenced the latest scientific advances that are peer validated and accepted as relevant facts by the scientific community In this book you get to Understand the link between emotional intelligence and sales Understand what it takes to be an emotionally intelligent

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