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Sales Closing For Dummies For Dummies

Ben Kench



Sales Closing For Dummies For Dummies:

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Hopkins, 2012-10-26 Get the know how to close a deal and make your quota in a day **Closing a Sale In A Day For Dummies** outlines the anatomy of a sales closing offers strategies for asking the right questions and gives you invaluable tips for overcoming tough customers The anatomy of a close Questioning and listening strategies No frills closing techniques Overcoming tough customers This e book also links to an online component at dummies.com that extends the topic into step by step tutorials and other beyond the book content **Selling All-in-One For Dummies** The Experts at

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Groppel so aptly explains the rigor of corporate athletics is often even more demanding than that of professional athletes. In my world, one does not have the luxury of an off season. This book is a must read for all those striving for the gold. Arthur M. Blank, CEO and President of The Home Depot, says, "Wow! This is an incredible book. Every person in business should read *The Corporate Athlete* from cover to cover and apply it every day." Brian Tracy, author of *Maximum Achievement: Strategies and Skills That Will Unlock Your Hidden Powers to Succeed Today*, says, "The corporate world is much like the world of professional sports; it is fiercely competitive and mentally and physically demanding, and it requires constant vigilant training. More than ever, to maintain health, happiness, and career success, executives and employees must become Corporate Athletes." In this book, top business consultant, trainer, and lecturer Jack Groppel shows you how to use the training mentality of elite professional athletes. Based on the latest scientific research, *The Corporate Athlete* shows corporate competitors how to achieve maximum performance levels both inside and outside the corporate world. Drawing on the parallels between sports and business, Jack Groppel reveals the integral roles that nutrition, fitness, and self-improvement, mental, physical, and emotional play in giving Corporate Athletes their winning edge. It's an edge that's crucial if you need to come to a meeting fresh off the plane, pull out all the stops on a big presentation, cut the major deals, and still have the energy to enjoy time with family and friends. This practical and beneficial 21-day program will give you, no matter how overworked you are, the stamina and commitment to develop a world-class career. Learn to have as much energy for your family at 8 p.m. as you have at the office at 8 a.m. Be on when you need to be on. Respond to change, adversity, and crisis more constructively. Display more positivity and confidence. Eat properly on the road, in the air, and before and during business meetings. Slow down the aging process. Take advantage of the same secrets that Dr. Groppel has used to help high-stress professionals, from Olympic athletes and NHL stars to fast-lane executives at major companies like Morgan Stanley, Dean Witter, Estée Lauder, and Bristol Myers Squibb, get themselves in fighting shape. Here is the program that will train you to perform at the highest possible levels in both your professional and your family life because taking optimum care of yourself mentally and physically is the best way to take care of business. Outstanding! *The Corporate Athlete* is a truly comprehensive program to help you achieve both your personal and your professional goals. It will help you take control of your life and effect positive physical, mental, and spiritual change. Darlene Hamrock, Regional Vice President, Clinique, says, "Why do so many top performers call themselves Corporate Athletes? Today's challenging business climate requires every top executive to be perfectly fit, both mentally and physically. *The Corporate Athlete* is a must reading for everyone who wants to manage his or her business career or profession effectively while living a balanced life. Buy it; it's a great investment." Leonard Lauder, Chairman and Chief Executive Officer of the Estée Lauder Companies Inc., says, "This is the book to teach you how to perform your job at the highest level possible while maintaining maximal health and happiness." Jim Courier, French Open champion and former world No. 1 tennis player. **Selling For Dummies** Ben Kench, 2013-01-15. Get a handle on the most up-to-date selling strategies and techniques that will help you grow your

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 - Chapter 4: Sales Closing For Dummies For Dummies in Specific Contexts
 - Chapter 5: Conclusion
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