

STEPHAN SCHIFFMAN

AMERICA'S #1 CORPORATE SALES TRAINER

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Make the Sale Happen Before Lunch: 50 Cut-to-the-Chase Strategies for Getting the Business Results You Want (PAPERBACK) Stephan Schiffman, 2011-12-01 Stephan Schiffman can make a believer and a winner out of almost anyone Ken and Daria Dolan former hosts of CNN's Dolans Unscripted All great salespeople have one skill in common They know how to build powerful relationships that benefit everyone Stephan Schiffman America's top sales trainer has taught this maxim with impressive results to more than 600 000 salespeople at some of the world's top companies In Make the Sale Happen Before Lunch he offers 50 proven easy to implement strategies you can use to Get your next phone call returned Set up a meeting with a reluctant prospect Formulate one simple question to learn where you stand with your contact Rebound instantly from real or perceived obstacles Frame questions to get a favorable response Recast your product to fit your contact's specific needs Once you master Schiffman's 50 cut to the chase strategies you'll get in the habit of setting something important in motion for the future each and every business day American Book Publishing Record ,2000-07

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holden be back to pencey after christmas vacation he was expelled because he was failing most of his classes why did holden like the museum so much it doesn't change

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