

Exactly How To Sell The Sales Guide For Non Sales Professionals

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Exactly How to Sell includes the methods that will help you listen carefully, keep in control, and lead your prospect from inquiry through to decision. Using these techniques, you can successfully navigate prospects through the decision-making process--and all without falling into the stereotype of being "salesy".

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Exactly How to Sell walks you through a tried and true process that draws on time tested methods that are designed to attract and keep more customers. No matter what you are selling (yourself, your product or your services) this simple read is certain to provide you actionable strategies to deliver you more of the sales results you are looking for. Inside, Phil M. Jones writes from experience and explains how to get more customers and keep them all happy--while they're spending more money ...

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Ben Wessel was nervous. Joe Biden had just won the Democratic nomination, and the youth-focused super PAC Wessel runs, NextGen America, now had to figure out how to persuade the generation of

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