

The One-Page Sales Coach: New and Revised



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Reviews

Very beneficial to any or all group of folks. I was able to comprehend everything using this composed e book. I am pleased to inform you that here is the finest publication i have study inside my individual daily life and might be he very best pdf for actually.

(Brielle Hilpert)

THE ONE-PAGE SALES COACH: NEW AND REVISED



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Createspace, United States, 2012. Paperback. Book Condition: New. 213 x 137 mm. Language: English . Brand New Book ***** Print on Demand *****.REVISED AND UPDATED VERSION ALL NEW GRAPHICS to INCREASE RETENTION and PERSONAL ACTION SUMMARY sections after each lesson to help you to more QUICKLY APPLY THE BEST PRACTICES. Let s start with a question: Who do you need to get a yes from? Hearing a yes from what one person would make all the difference to you, (or your Team), whether personally or professionally? What if you could get to yes faster and more often? This book gives you powerful and simple tools that will help you get that yes faster than ever-- with Personal Action Summary sections after each lesson to help you implement what you learn. The One-Page Sales Coach is a massively distilled summary of the key learning and best practices from Dean Minuto s twenty years of sales coaching-and the best news is that he delivers it in a guidebook you can read on a short plane ride. You ll find all of the above framed as six lessons that you can read in ninety minutes and apply immediately. There are hundreds of thousands of books on sales, marketing and influence-- why should you read this one? 11 Reasons Why: 1 Simple Tool: the four-box One-Page Sales Coach(r) tool which you can use on the back of a napkin to accelerate your sales process (Lesson 2). 7 Strategies: that lay out 150 years of research from the decision sciences in ways you can apply today-- any one of which can help you trigger faster decisions (Lesson 4). 3 Words: that summarize the best marketing books and sales models, and that you can use as a checklist to guarantee that decision makers will listen to...



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