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Sales Closing for Dummies by Tom Hopkins (1998, Paperback ...

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Closing the Sale. Empathy is an intimate understanding of the feelings, thoughts, and motives of another. That's why empathy is of prime importance in professional selling. Empathy is putting yourself into the prospect's shoes. It's knowing and feeling what your prospect is feeling. It's knowing exactly how to proceed depending on the ...

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This book is a great book for someone who is interested in Sales but hasn't really taken the time yet to learn the information associated with it. ... Selling for Dummies Disc 1 ... Stop Selling ...

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No matter your skill level, this new edition of Selling For Dummies helps you lay the foundation for sales success with the latest information on how to research your prospects, break down the steps of the sales process, follow up with customers, and so much more. Selling, when done right, is more than a job—it's an art.

Sales Closing For Dummies

Sales Closing For Dummies Cheat Sheet Closing sales is what you do and what you want to do more of. Being aware of the reasons people buy — and the reasons they don't — can make your job more productive.

Selling for Dummies Disc 1

Sales Closing for Dummies, Paperback by Hopkins, Tom, ISBN 0764550632, ISBN-13 9780764550638, Brand New, Free shipping in the US Explains how to lead a sale without being pushy, how to use questioning methods that lead to the close, how to help clients feel good about their buying decisions, and how to keep clients loyal

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