

How Showmanship Sells

Herbert Metz

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objections? The answer to both questions is the same: You learn to sell from a buyer's point of view. Global markets, increased technology, information overload, corporate mergers, and complex products and services have combined to make the buying/selling process more complicated than ever. Salespeople must understand and balance these factors to survive amid a broad spectrum of competition. Moreover, a lot of what the typical old-time salesperson did as recently as ten years ago is now done by e-commerce. The new sales professional has to capture and maintain customers by taking a consultative approach and learning to unearth the four pieces of information critical to buyers, none of which e-commerce alone can yield. The Sales Advantage will enable any salesperson to develop long-term customer relationships and help make those customers more successful—a key competitive advantage. The book includes specific advice for each stage of the eleven-stage selling process, such as: • How to find prospects from both existing and new accounts • The importance of doing research before approaching potential customers • How to determine customers' needs, such as their primary interest (what they want), buying criteria (requirements of the sale), and dominant buying motive (why they want it) • How to reach the decision makers • How to sell beyond questions of price The cutting-edge sales techniques in this book are based on interviews accumulated from the sales experiences of professionals in North America, Europe, Latin America, and Asia. This book, containing more than one hundred examples from successful salespeople representing a wide variety of products and services from around the world, provides practical advice in each chapter to turn real-world challenges into new opportunities. The Sales Advantage is a proven, logical, step-by-step guide from the most recognized name in sales training. It will create mutually beneficial results for salespeople and customers alike.

Tested Sentences that Sell Elmer Wheeler, 2018-12-01 This book describes the simple but effective methods that Elmer Wheeler has used in making two sales grow where only one grew before. The author is sales consultant for scores of prominent firms. He has tested thousands of word-combinations and selling points on millions of customers at the point of sale. He knows the selling points and techniques that will achieve results. He knows the ones that will fail. The author shows you how the slight twist of a phrase may make a difference between success and failure in selling a product. He shows you how to go about building up your own selling sentences—your own sales presentations—and how to test them on the customer. You will find this book intensely interesting and practical, for the author has filled it with stories of actual sales campaigns that have been built upon the use of tested sentences. The ideas in this book are making money for some of the best-known concerns in the country. They should make money for you.

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