

Be Bold Win Sale Performance

Follow Up and Close the Sale: Make Easy (and Effective) Follow-Up Your Winning Habit Excel for Windows 95 Windows 95 Truth Microsoft Excel 5 for Windows Quick Course in Lotus 1-2-3 for Windows The Dog Fancier The Dog Fancier Excel for Windows Country Life How to Use Microsoft Word for Windows 95 Learning Works 4 for Windows 95 Winning Group Sales Presentations Printers', Lithographers', Bookbinders' & Stationers' Sales & Wants Advertiser ... Editor & Publisher Four-in-one Sales Management Sales Plans Quick Frozen Foods and the Locker Plant The Way Word for Windows Works Jeff Shore David C. Gardner Timothy J. O'Leary Gary B. Shelly Joyce Cox Eugene Glass Grace J. Beatty Heidi Steele DDC Publishing Linda Richardson Thomas Alexander Bird Peter Gloster

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award winning sales coach jeff shore shows sales professionals how to apply buyer psychology to personalize follow ups serve customers and seal the deal faster what does a sales professional do when the customer says not yet companies have invested thousands and even millions of dollars in crm technology over the past decade but frontline salespeople and sales executives alike are still groping for solutions the problem of drift a common phenomenon in which a prospect simply forgets about the product offering and goes dark is persistent and rampant technology doesn't change behavior on its own behavior is changed by adopting better habits the fact is 44 percent of salespeople give up after one follow up attempt that sad reality presents a genuine opportunity in follow up and close the sale jeff shore offers research based insights into the customer's buying journey to teach sales professionals how to create and maintain emotional altitude for the customer leverage speed as an advantage personalize follow up to fulfill customer needs and provide value overcome the mental barriers that make follow up a difficult task select the right follow up method stay in touch without annoying the prospect wake up tired leads better yet this results oriented book will make the follow up process one often dreaded as a grueling chore to be genuinely enjoyable effective follow up is relationship based service driven and emotionally positive it's about rituals and routines rhythms and the right attitude it's about not quitting when others give up follow up is what separates the good from the great

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the fourth estate

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