

Unselling Stop Selling Start Connecting Hardcover

Stop Selling, Start Storytelling for Profits: The Art of Brand Connection
Stop Selling Start Believing
Create Instant Demand With Simple Offers: Stop Selling, Start Solving With Strategy
Stop Selling, Start Partnering
To Sell is Not to Sell
Stop Selling. Start Helping.
The Secret of Sales: Stop selling. Start helping.
SALES EXCELLENCE UNLOCKED Your Professional Success
Blueprint "Step-by-Step Sales Process from Lead Generation to Deal Closure for Unstoppable Success"
Ninja Selling
Stop Selling and Start Creating Value
Stop Acting Like a Seller and Start Thinking Like a Buyer
Untapped Agility
Selling Sucks
Stop Telling, Start Selling: How to Use Customer-Focused Dialogue to Close Sales
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Ahmed Musa John P Kaufman Ahmed Musa Larry Wilson Greta Schulz Matt White Dr. Jagdish Pareek Prakash Batna Larry Kendall Dave Garvey Jerry Acuff Jesse Fewell Frank J. Rumbauskas, Jr. Linda Richardson Randy Schwantz Mark Given Michael S. Miller Brandon Jeffress Buzz Glover Dave Warawa

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storytelling is one of the most powerful tools in marketing yet many businesses overlook its potential
stop selling start storytelling for profits teaches you how to use storytelling to create meaningful connections with your audience
build trust and drive sales
this book shows you how to craft compelling brand stories that resonate with customers and engage them emotionally by shifting from a sales pitch to a story pitch
you ll learn how to humanize your brand
create content that captivates and increase conversions by connecting with your audience on a deeper level
if you want to stop pushing products and start building relationships
this book is your ultimate guide to brand storytelling

who is this book for and why should you buy it
this book is for anyone who is feeling stuck
stuck in your life
stuck in your job
stuck in your relationships and stuck always feeling like other people are getting a better deal in life than you are
especially if you work in sales
this book is for you
i will teach you how to maximise your motivation with my 10 step plan to set goals that you

will achieve every time so you can stop making excuses in your life for why you aren't getting the things you deserve if you work in sales it will help you build a nonstop lead flow machine that will keep your pipeline full and when you get those leads it will help you build a rock solid plan to guide your new prospects all the way through your pipeline if you are struggling with closing deals i will teach you 5 power closes that will eliminate most objections and give you the tools you need to hold more profits than you ever have before while still getting rave reviews from your customers it will teach you proven negotiation techniques to negotiate better deals for yourself whether you are a buyer or a seller if you are struggling with overcoming objections i have included a master class in objection handling including the reasons your customers have objections in the first place the psychological principals of objections and over a dozen of the most effective objection handling frameworks that will close the most difficult customers more often than you've ever done before if you would benefit from any of this then well this book is for you

listen people hate being sold to but they love to buy solutions that solve their problems fast create instant demand with simple offers stop selling start solving with strategy gives you the unfair advantage most marketers miss offers so clear so obvious so damn useful your audience feels stupid not to buy this isn't about fancy funnels or persuasion gimmicks it's about strategic simplicity crafting offers that speak directly to pain and promise transformation inside you'll discover the instant demand formula for making irresistible must have offers how to simplify your message until it sells itself why most entrepreneurs confuse their market and how to stop the secret to pricing with confidence and delivering with ease real world examples of offers that exploded with zero ad spend if you're tired of pushing your product like a desperate car salesman if you want buyers to raise their hands and say i need this this book is your weapon because the truth is complicated offers don't convert simple strategic ones create stampedes

there's only one larry wilson number one when it comes to the art of selling warren bennis university professor and distinguished professor of business administration university of southern california stop selling start partnering will help you take a fresh look at your selling activities whether you are in the boardroom face to face with customers or anywhere in between harvey mackay author of swim with the sharks regardless of your position within the company your task in the second half of these unforgiving 90s will be to help your company learn how to get how to treat and how to keep customers read larry's new book and you will be much better prepared to accomplish this mission lou pritchett former vp of sales and customer development procter gamble stop selling start partnering outlines a fresh approach to finding and keeping customers through powerful long lasting partnerships drawing on his extensive experience with companies such as kodak us west saturn and baxter healthcare larry wilson shows managers executives and salespeople how to design and nurture customer keeping organizations filled with smart advice and practical customer partnering guidelines stop selling start partnering redefines the new success factors for every organization that faces the daily challenge of finding and keeping customers

greta gets to the heart of successful selling with an engaging writing style that invites readers to embrace mutually beneficial relationship building strategies to turbo boost sales a people first approach that fosters fierce customer loyalty a must read for sales leaders at every level andrea rowland managing editor go daddy garage our sales executives give greta's training an a ray shaw past chairman ceo president of american city business journals past president and coo of dow jones co and the wall street journal greta has shown us how to close more deals with less effort and pressure if you learn her way you will not only enjoy selling even more but truly excel at it frank j de raffe jr new york times best selling author strategic business networking and business networking and sex

traditional selling doesn't work any more did you know that more than 70 percent of the buying decision takes place before you even know a prospect exists that's why the traditional sales

process doesn't work in this book you'll learn why traditional selling doesn't work anymore the new way consumers both b2b and b2c are buying why no one cares about your product how to build credibility and trust in this new world of buying selling and much much more

a must read for all those looking to be successful in selling and negotiating selling is a skill salespeople must learn to be flexible and focus on skill development rather than making sales a step by step process or a tool there is no one size fits all approach to the task and rigid and scripted interactions are likely to put off the customer selling skills need to keep pace with consumerism traits salespeople must understand consumer needs better and build relationships with customers faster more so in the post covid world in the secret of sales dr jagdish pareek an industry expert who has spent over ten years in sales and customer service training helps readers understand human interactions from a salesperson's perspective every sales call he says is a challenge to test a salesperson's skills with his vast range of experience he provides effective strategies to make selling to customers an enjoyable and easy experience this is an essential guide for all those keen on creating long lasting relationships with their customers as well as experts looking to upskill their selling and negotiating skills

sales excellence unlocked is the ultimate guide for mastering the b2b sales process from lead generation to deal closure authored by a renowned sales expert this comprehensive book delivers proven strategies for attracting high quality leads understanding buyer psychology and building lasting client relationships enhance your persuasive techniques master advanced negotiation tactics and leverage automation tools to streamline your sales process and boost productivity featuring actionable plans and end of chapter guides this book is ideal for both seasoned sales professionals and aspiring entrepreneurs elevate your sales career and achieve unstoppable success with sales excellence unlocked

2018 axiom business book award winner gold medal stop selling start solving in ninja selling author larry kendall transforms the way readers think about selling he points out the problems with traditional selling methods and instead offers a science based selling system that gives predictable results regardless of personality type ninja selling teaches readers how to shift their approach from chasing clients to attracting clients readers will learn how to stop selling and start solving by asking the right questions and listening to their clients ninja selling is an invaluable step by step guide that shows readers how to be more effective in their sales careers and increase their income per hour so that they can lead full lives ninja selling is both a sales platform and a path to personal mastery and life purpose followers of the ninja selling system say it not only improved their business and their client relationships it also improved the quality of their lives

praise for stop acting like a seller and start thinking like a buyer stop acting like a seller and start thinking like a buyer is a book that teaches you emphatically that words matter if you want to set yourself apart from others whether you're selling a product or a concept this is a book to read not only will you learn how to prepare for sales success you will learn how to be far more effective by thinking like a buyer theresa martinez brand director roche laboratories this book shares a great commonsense approach to developing a new sales attitude and mindset that will work no matter what you're selling jerry has successfully articulated a powerful and unique formula for sales greatness duggar baucum head basketball coach virginia military institute this is a book for people who truly want to have incredible success in sales thinking like a buyer is the most powerful way to help customers and prospects think differently about you and your product this book shows you exactly how to make that happen in a step by step way if you want to learn how to guarantee your success in selling or influencing this is a book you must read dan c weilbaker phd mckesson professor of sales northern illinois university a mind shift takes place when you read acuff's book and realize it's all about them the book helps you understand human psychology and behavior and gives you the practical tips encouragement and examples to help you stand out and be valued by your customers regardless of what you're selling charlene prounis managing partner

flashpoint medica

this balanced guide to agility gets past the hype and frustration to help frustrated leaders transform their agile transformations agile transformations are supposed to make organizations modern competitive and relevant but in the well intentioned effort to move into the future change leaders find themselves frustrated by pushback limited impact poor practices and unfair criticism what's going on jesse fewell's book cuts through the quick fix hype of agile theory and explains a recurring transformational pattern that unpacks what holds organizations back the boost is the initial gains from logical first steps the barrier is the unavoidable roadblock that must come next and the rebound is the way forward to further gains by leaning against the concept of the original boost with these counterintuitive rebounds fewell identifies seven leadership moves that can be used to unblock stalled agile transformations no your transformation is not a failure it turns out the buy in the talent the alignment and the growth you need to break through are already in front of you it's all simply hidden under the surface undiscovered unutilized and untapped

praise for selling sucks whew a terrific new book that blows the lid off the old school methods of selling which don't work anymore and shows you how to make sales almost like magic i love this book joe vitale author of the attractor factor and many other books i love to buy so i'm going to give every salesperson i know a copy of this book maybe they'll finally stop the old school hard sell shtick that compels me and everyone else not to buy michael port bestselling author of book yourself solid selling sucks but making sales doesn't read frank's book to learn the crucial difference that will almost certainly mean success or failure for your business in the new era of commerce mark joyner bestselling author of simpleology simpleology.com ready to join the ranks of the top sales pros buy selling sucks apply its lessons then watch your results go through the roof randy pennington author of results rule rumbauskas has the ability to overcome the obvious and allow his readers to look at sales in a new dimension while many people focus on sales tricks rumbauskas shows in great detail how to get your prospects to buy because they come to you informed and trustful of you before you even say hello he's one of those guys i listen to every time he speaks he speaks out of tested methods and not opinion prior to marketing online i spent fourteen years running some of the largest automobile dealerships in the usa this is one book i would make recommended reading for every person who wants to become an elite sales professional selling sucks is a money making winner mike filsaime mikeflive.com selling sucks is a must read for any entrepreneur who wants to run a high profit high integrity business rumbauskas's advice is inspiring clear and more importantly easy to implement it's honestly one of the best how to self marketing books on the market get this book now if you're serious about exploding your sales and making more money marie forleo author and fox news online life coach thegoodlife inc.com rumbauskas has written an indispensable guide to moving from an average salesperson to a top sales pro this is a must read for anyone serious about their sales career paul mccord author of creating a million dollar a year sales income

in this revised edition of her best seller noted sales consultant linda richardson offers salespeople the tools they need to successfully use customer focused dialogue selling featuring real world dialogue samples helpful dos and don'ts self tests checklists and other useful tools this guide offers insight on every aspect of face to face selling from the initial introduction through the needs identification and the negotiation of terms and price to the successful close with prime emphasis on the six critical skills necessary to the dialogue driven sales call presence rapport building questioning listening product positioning and checking

this is the only proven technique for separating prospective clients from your competitors and winning new business presents and discusses the wedge sales strategy which was developed by a winning sales consultant who has coached many hundreds of sales people the book concentrates on a four step process called position leverage growth and scoreboard sales people must position

their books of business for profitability and growth by over serving the top 20 percent of clients they must leverage satisfied customers to gain referral prospects they must accelerate sales growth by busting incumbent relationships and they must track sales growth through a formal scoreboard written for individual sales persons by a well known sales consultant the wedge discusses why traditional selling doesn't work what sales people need to know to win and the six steps of the wedge sales process includes actual scripting aids and practical situation specific winning sales examples

this book is ideal for commissioned salespeople business leaders direct sales associates or independent sales professionals this empowering message is also ideal for any sales focused group organization or company seeking real world sales strategies for attracting an abundance of sales

if i had to choose a word that describes this book it would be change about 80 of deals are lost over the phone of those prospects who do walk through our doors we are losing 70 75 of them the industry needs a transformation and we need it now people buy on emotions yet the majority of us sell to the logic the solution is to stop worrying about the money side of the sell and focus on the prospect if you genuinely care about helping the prospect the sell will take care of itself as a sequel to selling at combat speed mike takes the same concepts and applies them specifically to the senior living industry in stop selling and start caring you will be introduced to new concepts and skills that will require you to change your current habits and ways of thinking the stories and statistics are real the results are real the challenging yet rewarding journey is real the transformation of the industry starts with a personal commitment to change it will not be easy you will fail along the way few will reach their full potential those who learn how to fail and accept failure as a natural stepping stone to success will be victorious the choice is yours and yours alone today is the day right now is the time be bold be different choose to stop selling and start caring

did you know that by adding a few simple steps to your selling process you could achieve sales you only dreamt of in the past goodbyesellingproblems.com provides a 12 step system that you as a business owner or you as a sales manager can implement in less than a day and dramatically increase your results your sales efforts become much more productive and less stressful it provides a framework for small businesses to structure their sales process it strips away all the fluff and confusion that you encounter with most expensive sales training courses the simple 12 step system provides a nuts and bolts approach to selling it allows you to enter every sales situation with a purpose for closing the sale and gets you away from the deadly sales visit dilemma that most business owners and sales professionals fall into in a just a few hours you can literally gather the information that system introduces you to and make the most powerful sales presentation your company has ever encountered when this system becomes part of your selling culture it will provide you with improved sales greater margins and eliminate the competition author buzz glover after quietly reviewing and critiquing the sales people that called on him in his own businesses for over 15 years became disillusioned with the fact that the great majority of salespeople were ill prepared to sell their products or services he knew that if he could introduce them to a system that he had developed and refined as a salesperson and later as a sales manager they could easily become much more effective at closing more sales faster the system became a reality when he wrote this book as a companion to his system's website goodbyesellingproblems.com through this sales system he is confident that he can change the way small businesses sell and make fundamental cultural changes in their approach to marketing their products and services

have you been led to believe that sales success is about learning killer closing techniques and being the master of selling anything to anyone it isn't if you want to drive mega long term sales get buckets of repeat business and referrals and be the top producer in your company shut up stop talking and start making money will fast track your success you don't have to be the best presenter

or stunning public speaker your customers don't care what car you drive and designer clothes you own decision makers want to deal with salespeople have learned to shut up and stop selling them something they don't want to buy they want to engage with salespeople who get it in this book you will learn the five success skills of professional salespeople in b2b business to business selling and b2c business to consumer selling ask great questions get great answers to find the true needs of your client actively listen shut up and hear what your customer is telling you paraphrase capture the meaning of what was said and confirm the message summarize the customer's full needs the master paraphrase project a positive personality have fun and enjoy the process sales success is not rocket science stop closing your customers and start connecting with them too many salespeople blow a sale by focusing on their commission bonus and ego they rush the sales process to prove to their sales manager that they are filling their sales funnel with the required activity level in cold calls appointments and presentations the quality of your client engagements will make the biggest difference in your ability to be the salesperson that clients want to do business with repeatedly are you are tired of clients who say maybe to only find them running away from your efforts to get a final decision are too many customers asking you to send them an email versus booking an appointment with you do your clients use a cheap competitor to beat you up on price and put the boots to you shut up stop talking and start making money will teach you how to lose fast with the wrong customers and win with the right ones by engaging with decision makers that meet your ideal customer profile and close themselves you will learn to get rid of customer objections by countering them before they even enter your client's mind read the reviews from actual salespeople who have seen great sales results from this book and its five star reviews shut up stop talking and start making money is a practical guide of proven consultative sales techniques to generate sales through trust needs analysis and the use of social media for inbound marketing the greatest skill in professional sales is the ability to listen not talk if you truly believe that allow this book to give you the tools to gain confidence and develop your natural abilities shut up stop talking and start making money is based on the 30 years of practical experience of the author dave warawa shut up stop talking and start making money also has a complete social media guide for professional salespeople start using facebook google linkedin twitter youtube and blogging to drive inbound marketing it's short easy to read chapters are great for experienced sales veterans looking to reach out to new ways to grow business as well as new professional salespeople looking to build a lifetime career in the industry stop trying to be successful in sales and start reaching the achievement levels of the top producers today

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