

List More Sell More

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sales

the most effective sales strategies for tough economic times today s selling environment is tough and only getting tougher the old tactics are no longer working and the current economy is only making selling more difficult you need sales tactics

and strategies that work now and fast even when no one wants to buy and tactics and strategies that will work even better when they do want to buy how to sell when nobody's buying is a practical effective guide to selling even in the toughest of times this book is packed with new information about creating sales opportunities most sales strategies taught today are based on outdated information from ten twenty even thirty years ago and they simply don't work today you'll find the tools and information you need to gain confidence create powerful alliances profitable social networks and drive your profits to unprecedented highs whether you sell business to business or direct to the consumer whether you sell real estate or retail this is the sales guide for you features effective simple strategies for selling in tough economic times offers free or low cost prospecting tools that bring in customers by the herd includes case studies from top salespeople that reveal new ways to bring in customers from sales guru Dave Lakhani author of Persuasion Subliminal Persuasion and the Power of an Hour these days you need all the help you can get to sell effectively if you want to increase your sales and drive your business forward no matter what the economy or your industry does learn how to sell when nobody's buying

from Amos Schwartzfarb serial entrepreneur and veteran managing director of Techstars Austin comes the elemental essential and effective strategy that will help any startup identify build and grow their customers from day 1 most startups fail because they can't grow revenue early or quickly enough startup CEOs will tell you their early missteps can be attributed to not finding their product market fit early enough or at all founders overspend time and money trying to find product market fit and make false starts follow the wrong signals and struggle to generate enough revenue to scale and raise funding and all the while they never really knew who their customers were what product they really needed and why they needed it but it doesn't have to be this way and founders don't need to face it alone through expert guidance and experienced mentorship every startup can avoid these pitfalls the ultimate guide for building and scaling any startup sales organization sell more faster shares the proven systems methods and lessons from managing director of Techstars Austin and sales expert Amos Schwartzfarb hear from founders of multi million dollar companies and CEOs who learned firsthand with Techstars the leading mentorship driven startup accelerator and venture capital firm that has invested in and mentored thousands of companies collectively representing billions of dollars in funding and market cap Schwartzfarb and the Techstars worldwide network of more than 10,000 mentors do one thing better than anyone help startup entrepreneurs succeed they know how to sell how to hire people who know how to sell and how to use sales to gain venture funding and now you can too sell more faster delivers the critical strategies and guidance necessary to avoid and manage the hazards all startups face and beat the odds this valuable resource delivers a comprehensive playbook to identify product market direction and product market fit expert advice on building a diverse sales team and how to identify recruit and train the kinds of team members you need models and best practices for sales funnels pricing compensation and scaling a roadmap to create a repeatable and measurable path to find product market fit aggregated knowledge from Techstars leaders and industry experts

sell more faster is an indispensable guide for entrepreneurs seeking product market fit building their sales team developing a growth strategy and chasing accelerated sustained selling success

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