



Newbie's Guide to Selling Face-To-Face: Quick Start for Consultants, Freelancers, New Self-Employed, Career Changers, Start-Ups (Paperback)

By Michael McGaulley

Createspace Independent Publishing Platform, United States, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.This NEWBIE S GUIDE TO SELLING-FACE-TO-FACE is a short, to-the-point handbook focusing on the need-to-know for people getting started in the what may seem intimidating new process of finding prospects and making face-to-face sales calls. It s especially targeted to the needs of career-changers and people going off on their own, or looking for a new job or a new field-- such as consultants, free-agents, or independent contractors. The NEWBIE S GUIDE TO SELLING-FACE-TO-FACE is drawn from the author s experience developing sales and sales management training for some of America s top corporate - sales universities.- Among the TOPICS COVERED are these: --Starting questions for testing the viability of the product or service you will offer, and defining your core selling messages. --Finding your way to the person who has budget and authority to say yes to what you offer. --Getting past the Screen or Gatekeeper. --Telephone sales tips both with the Screen and Prospect. --Opening face-to-face sales calls. --Consultative selling: asking savvy questions to help the Prospect recognize whether needs exist for your product or service, as well as...



READ ONLINE
[1.19 MB]

Reviews

Absolutely among the best book We have ever study. It is actually writter in easy words instead of hard to understand. I found out this publication from my i and dad encouraged this book to find out.

-- **Kristina Rippin**

Unquestionably, this is the very best operate by any author. it had been writtern extremely flawlessly and beneficial. You can expect to like the way the blogger publish this publication.

-- **America Gleason**

Related Books



THE Key to My Children Series: Evan s Eyebrows Say Yes

AUTHORHOUSE, United States, 2006. Paperback. Book Condition: New. 274 x 216 mm. Language: English . Brand New Book ***** Print on Demand *****.THE KEY TO MY CHILDREN SERIES: EVAN S EYEBROWS SAY YES is about a three year old little boy who...



What s the Point of Life? (Hardback)

CF4kids, United States, 2014. Hardback. Book Condition: New. 208 x 145 mm. Language: English . Brand New Book. Abandoned by my mother, I was often clueless about my father s whereabouts, while his girlfriend-a cruel, angry, and violent woman looked after us...



Games with Books : 28 of the Best Childrens Books and How to Use Them to Help Your Child Learn - From Preschool to Third Grade

Book Condition: Brand New. Book Condition: Brand New.



Games with Books : Twenty-Eight of the Best Childrens Books and How to Use Them to Help Your Child Learn - from Preschool to Third Grade

Book Condition: Brand New. Book Condition: Brand New.



Unplug Your Kids: A Parent's Guide to Raising Happy, Active and Well-Adjusted Children in the Digital Age

Adams Media Corporation. Paperback. Book Condition: new. BRAND NEW, Unplug Your Kids: A Parent's Guide to Raising Happy, Active and Well-Adjusted Children in the Digital Age, David Dutwin, TV. Web Surfing. IMing. Text Messaging. Video Games. iPods. Kids today are plugged into...



Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large

Madelyn D R Books. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in.This book is about my cousin, Billy a guy who taught me a lot over the years and who can teach you a lot. Everyone who...