

JAMES M. RANKIN

The Magic of Method Selling

**Revolutionary New Sales Ideas,
Based on Old World Truth**



A Cut to the Chase Publication

The Magic Of Method Selling

Karin Nielsen-Saines



The Magic Of Method Selling:

Mastering Method Selling James Rankin, 1901 Selling as art is the underlying theme of a new book from one of America's most prolific sales professionals James M Rankin Grounded in the artistic principles of Method Acting Rankin's *The Magic of Method Selling* teases out the evolutionary concepts applicable to selling and presents them in a lively informative and usable fashion The author's enthusiasm and desire to motivate sales professionals energizes every page with a fast paced presentation that keeps reader eagerly turning the pages Rankin's unique approach is drawn from the life long work of Russian acting teacher and director Constantin Stanislavski whose famous Method Acting techniques endure through the nearly 80 years since his death The author's model for sales success reflects Stanislavski's deep belief in the importance of liberating the innate creative processes of human being allowing them to fully develop the realism necessary for successful performance *The Magic of Method Selling* posits each sales presentation as a performance that must be fresh and new every time the salesperson is on stage The notion that a system I used on acting techniques is a reliable basis for successful sales performance is a novel proposition Reader of *The Magic of Method Selling* may be pleasantly surprised as they follow Rankin through an easy to follow demonstration of the correlations between Method Acting and Method Selling from the initial preparations through the final presentation Profoundly embracing the power of mental attitude Rankin wraps attitudes around realistic action for salespeople to incorporate into their sales development repertoire He overtly takes a whole person approach to developing a successful sales persona emphasizing the interrelatedness between mental and physical activities that leads to a closed sale

The Magic of Method Selling James M. Rankin, 1994-09-01 When sales people get into their sales costumes they leave their human qualities at the door they leave their naturalism in their dressing room they leave the essence of themselves out of the role all together *The Magic of Method Selling* will give you an opportunity to use the principles of one of the world's best teachers in the theater Stanislavski and to apply them to make you become a more believable thus more successful sales person *The Magic of Method Selling* concepts will make you a much richer sales person but not just in the monetary sense

Hotel Sales Magic Vikram Vithal Kamat, 2016-03-19 Sales are contingent upon the attitude of the salesman Not the attitude of the booker If you only have a hammer everything looks like a nail This could be the situation of your sales team Having only few techniques limits their ability to sell and crack deals leaving you with empty rooms and less profit in your hotels Successful GM's and sales managers have been knowing for years that the success is not based on riding the wave during good times but by developing and maintaining excellent sales and marketing relations regardless of the market conditions One of the greatest challenges facing hoteliers and hotel managers in terms of getting their well equipped productive sales team that Sells sells and sells As we put the economic woos behind us we must be aggressive in our outlook focused in our endeavors and persistent in the market A strong experienced and active sales team alone can make the difference between empty rooms

Sales Management ,1942

Advertising & Selling ,1947

Subject Guide to Books in Print ,1993 **Class & Industrial Marketing** ,1920 *Learning Directory* ,1970
Sell Like an Ace...Live Like a King John Wolfe,1976 **United States Review** ,1953 **The Dow Jones-Irwin Guide**
to Commodities Trading Bruce G. Gould,1981 **You Sell with Your Voice** Ezra Christian Buehler,Martin Maloney,1939
Printers' Ink Monthly ,1920 *Printers' Ink; the ... Magazine of Advertising, Management and Sales* ,1921
Computer Dealer ,1982 *Class and Industrial Marketing* ,1930 **Advertising and Selling** ,1919 **Printers' Ink**
,1959 **Case Histories in Petroleum Marketing Research** American Petroleum Institute. Division of Marketing,1962
JMR, Journal of Marketing Research ,1993

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