



How to become a supersalesman



Newcomb, Arthur

Note: This is no the actual book cover

How To Become A Supersalesman

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How To Become A Supersalesman:

Be a Sales Superstar Brian Tracy,2003-09-09 Brian Tracy shares the most important principles for sales success he has discovered in 30 years of training more than a half million sales professionals in 23 countries Based on Tracy s detailed discussions with top salespeople and his keen observation of their methods as well as his own experiences as a record breaking salesman these guidelines address both the inner game of selling the mental component and the outer game of selling the methods and techniques of actually making the sale Concise and action oriented Be a Sales Superstar is a handbook for busy sales professionals providing key ideas and techniques that will immediately increase your effectiveness and boost your results Brian Tracy shows you how to Get more and better appointments easier Build high rapport in the first few minutes Make better more effective sales presentations Close more sales faster than ever before Apply Tracy s 21 great ways to be a superstar salesperson and your success in selling will become unlimited

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penetrating questions to further develop your sales management skills. Along with a highly pertinent chapter on legal and ethical aspects in selling, *Managing Sales Professionals* covers how to recruit salespeople, motivation procedures, gender and racial diversity of the sales force, how to plan and conduct a training program, effective selling techniques, how to develop brand awareness, new sales technology, how to determine pricing and discount policies, compensation policies, how to determine transportation policies, control and evaluation procedures, how to effectively interact with marketing. Anyone looking to increase sales such as business owners, consultants, marketing professionals and practicing salespeople and sales managers can use this book to examine their sales staffs and look for areas in which to improve. *Managing Sales Professionals* is also ideal for upper level undergraduate students as they learn the basics of how to sell, organize and run a sales force.

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