



SMOOTH
SELLING

Smooth Selling

Joe Girard

Smooth Selling:

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Smooth Selling Forever Craig Lowder,2016-04-05 The Race is on for Smooth Selling What is smooth selling Think of the successful America's Cup yachting teams as the metaphor What it takes to win the America's Cup yacht race can readily be likened to winning in sales 1 Assess In business the first step is to assess the four critical areas of sales operations strategy methodology performance metrics and people 2 Design Different challenges call for different sales approaches For instance do you need a sales team of hunters farmers or both 3 Deploy In business you need to deploy the sales team and support systems They need to know what the strategy is and what is expected of them to win 4 Execute To succeed in business the execution of the sales plan must be properly managed Like in sailing this calls for leadership Smooth Selling Forever enables small and mid size business leaders to generate significant predictable and sustainable sales growth Based in the science of selling when applied correctly and managed vigilantly smooth selling produces revenue results in a systematic fashion *Joe Girard's 13 Essential Rules of Selling: How to Be a Top Achiever and Lead a Great Life* Joe Girard,2012-11-13 Straight shooting sales advice from the Guinness Book of Records Worlds Greatest Salesman Joe Girard officially the greatest salesperson on the planet reveals the secrets any salesperson can use to replicate his record setting success The Indian Oil and Soap Journal ,1969 Rural New Yorker ,1896 Outing and the Wheelman ,1892

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