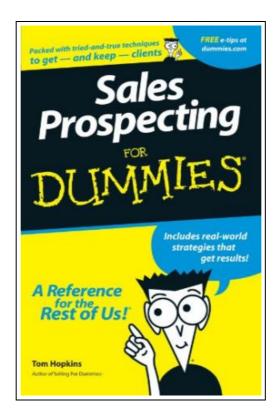
Sales Prospecting For Dummies



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Totally among the best ebook I actually have ever go through. It is probably the most awesome ebook we have go through. You can expect to like just how the blogger publish this ebook.

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SALES PROSPECTING FOR DUMMIES



For Dummies. Paperback. Book Condition: New. Paperback. 312 pages. Dimensions: 8.4in. x 5.4in. x 0.8in.Prospectingfinding and qualifying prospective clientsis the first step in the selling proposition. It can also be the most daunting. The first big hurdle is knowing where to look for opportunities and recognizing them when they present themselves. Then theres the fear of rejection that makes it so hard to approach strangers and talk to them persuasively about the product or service you represent. The good salesperson recognizes these challenges and finds ways to cope with them. The great salesperson, according to sales legend Tom Hopkins, turns them to her advantage and uses them to supercharge her selling and sell, sell, sell. Whether youre a newcomer to sales or a seasoned pro, Sales Prospecting For Dummies is your survival guide for generating new leads. Tom Hopkins helps you gain a solid perspective on what prospecting is and shares simple, yet powerful ways to build a prosperous selling career by meeting and getting to know the right people. Youll find out how to: Build an appealing imagePolish your phone skillsTap business contacts for leadsProspect your customer listUse the power of the InternetGet the biggest bang for your advertising buckHeres a gold mine of tried-and-true techniques and strategies for finding and keeping clients from Americas number one sales trainer. Youll discover how to set your goals, plan your time, and multiply your leads by: Obtaining valuable free information from newspapers, magazines and specialized journals, radio and television, the Internet, and moreDeveloping a network of friends and associates; and mining it for all its worthSpeaking so others will listen and maximizing every meeting with every personTechniques for getting satisfied customers to become an endless source of new referralsBuilding your image to the point where prospects seek you outHandling failure...



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