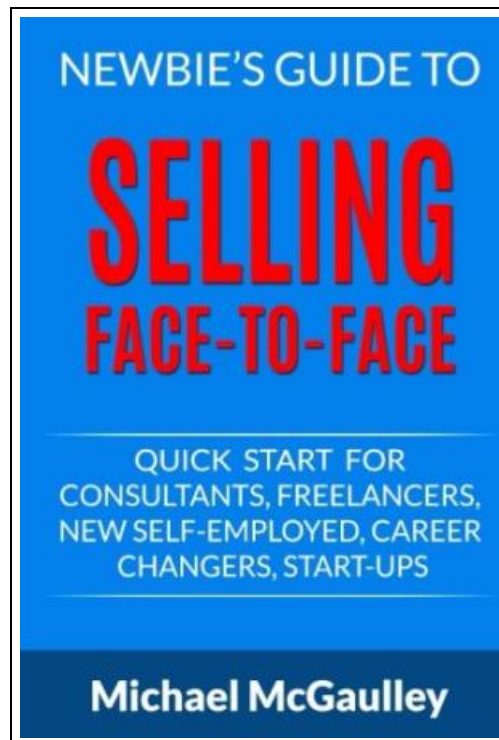


Newbie's Guide to Selling Face-To-Face: Quick Start for Consultants, Freelancers, New Self-Employed, Career Changers, Start-Ups (Paperback)



Filesize: 5.55 MB

Reviews

*This publication is amazing. This can be for all who statte that there had not been a worth reading through. I realized this publication from my i and dad encouraged this ebook to find out.
(Desmond Schuster II)*

NEWBIE S GUIDE TO SELLING FACE-TO-FACE: QUICK START FOR CONSULTANTS, FREELANCERS, NEW SELF-EMPLOYED, CAREER CHANGERS, START-UPS (PAPERBACK)

DOWNLOAD



To download **Newbie s Guide to Selling Face-To-Face: Quick Start for Consultants, Freelancers, New Self-Employed, Career Changers, Start-Ups (Paperback)** eBook, remember to access the link listed below and download the file or gain access to additional information which might be highly relevant to NEWBIE S GUIDE TO SELLING FACE-TO-FACE: QUICK START FOR CONSULTANTS, FREELANCERS, NEW SELF-EMPLOYED, CAREER CHANGERS, START-UPS (PAPERBACK) book.

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 the value of buying it to fill those needs. --Linking the needs uncovered with the specific ways in which what you offer will fill those needs-- both cost-effectively, and better than competing methods. --Dealing with the issue of price by focusing on value. --Being attuned to -buying signals, - both verbal and non-verbal. --Converting questions and objections into additional reasons for buying. --Closing for the order or some other kind of -buying action.- --Working with the customer after the sale, and other customer-care considerations.

[Read Newbie s Guide to Selling Face-To-Face: Quick Start for Consultants, Freelancers, New Self-Employed, Career Changers, Start-Ups \(Paperback\) Online](#)

[Download PDF Newbie s Guide to Selling Face-To-Face: Quick Start for Consultants, Freelancers, New Self-Employed, Career Changers, Start-Ups \(Paperback\)](#)

Relevant Books



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

Click the web link beneath to download "THE Key to My Children Series: Evan s Eyebrows Say Yes" PDF file.

[Download ePub »](#)



[PDF] What s the Point of Life? (Hardback)

Click the web link beneath to download "What s the Point of Life? (Hardback)" PDF file.

[Download ePub »](#)



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

Click the web link beneath to download "Games with Books : 28 of the Best Childrens Books and How to Use Them to Help Your Child Learn - From Preschool to Third Grade" PDF file.

[Download ePub »](#)



[PDF] 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

Click the web link beneath to download "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" PDF file.

[Download ePub »](#)



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

Click the web link beneath to download "Unplug Your Kids: A Parent's Guide to Raising Happy, Active and Well-Adjusted Children in the Digital Age" PDF file.

[Download ePub »](#)



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

Click the web link beneath to download "Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large" PDF file.

[Download ePub »](#)