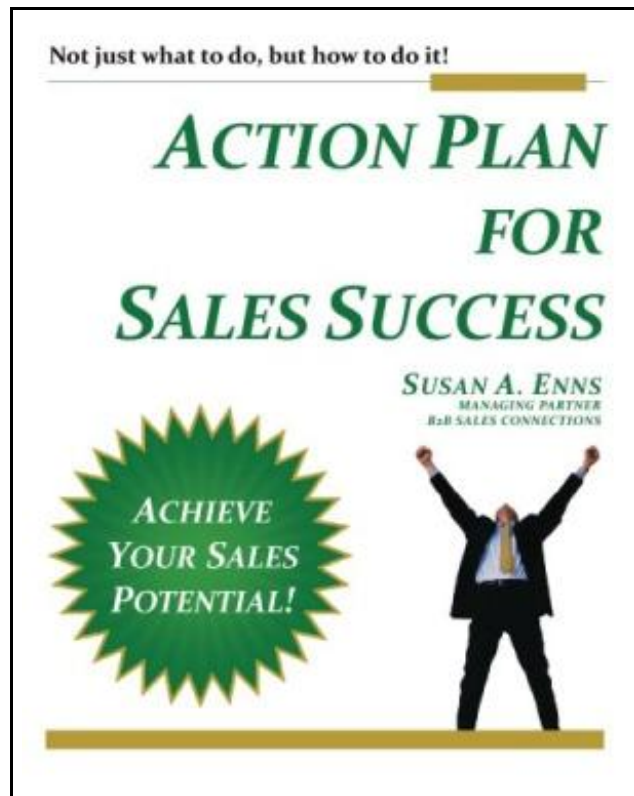


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On Demand Publishing, LLC-Create Space, United Kingdom, 2011. Paperback. Book Condition: New. 249 x 201 mm. Language: English . Brand New Book ***** Print on Demand *****.Fact: 25 percent of sales representatives produce 90 to 95 percent of all sales. Clearly, most people who have chosen sales as their career are not selling up to their potential and therefore not making the incomes they could. Why is this case? It s not that the job can t be done because 25 percent are doing it, and doing it well. It s because the other 75 percent either are not in the right sales position or they truly don t know how to sell. If all sales people knew and did what the top 25 percent do, then all sales people would be selling more! Until now, most sales people have not had access to effective, affordable sales training. Action Plan For Sales Success is a proven, turn key program that will become the foundation of your sales process. Action Plan For Sales Success will improve your selling skills so that you can achieve your true sales potential. What You Will Learn Why Are You In Sales? - Goal Setting Action Planning How to determine and track what you have to do each and every sales day to get where you want to go! It All Starts Here! - Define Your Target Market, Create Your Follow-Up File Then Prospect! How to define your real target markets, design your CRM program to track it, and how to create a prospecting approach that opens the door! Why Do Prospects Buy? - The Fact Find How to develop questions that create value and differentiate you from the competition! Selling Your Solution - The Presentation of Offer How to present your product so that the...



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