

Compete Increase ales by Competing with Confidence

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Reviews

Certainly, this is actually the very best job by any author. it was writtern very flawlessly and beneficial. I found out this publication from my dad and i recommended this ebook to discover. (Magali Robel)

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COMPETE INCREASE ALES BY COMPETING WITH CONFIDENCE



Paid to Persuade Publishing. Paperback. Condition: New. 186 pages. Dimensions: 8.4in. x 5.4in. x 0.5in.In this highly engaging read, Josh Lobs shares his formula for award-winning sales success. Through his firsthand experience and his unique perspective as a top-performing sales professional, sales trainer and field sales manager, Josh reveals that a one dimensional sales approach is no longer enough. To win in the current marketplace, you must change your point of view: You wont succeed by simply playing the game of sales; you need to compete to win. Through real-world examples in COMPETE! you will learn how to develop competitive differentiation, situational fluency and confidence to achieve new levels of success. COMPETE! inspires confidence in over 12 core skill areas by addressing these and many other topics: How a competitive mindset will differentiate you from your competitors Why situational fluency is critical to your sales success Why establishing new customer habits is preferred to breaking them How preparation and predictability fuel confidence and sales results Why insightful questions will give you the information advantage Why proactively seeking customer hesitation is better than reactively responding to it Inspire the fire within you. Do more than just play, COMPETE! This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Paperback.

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