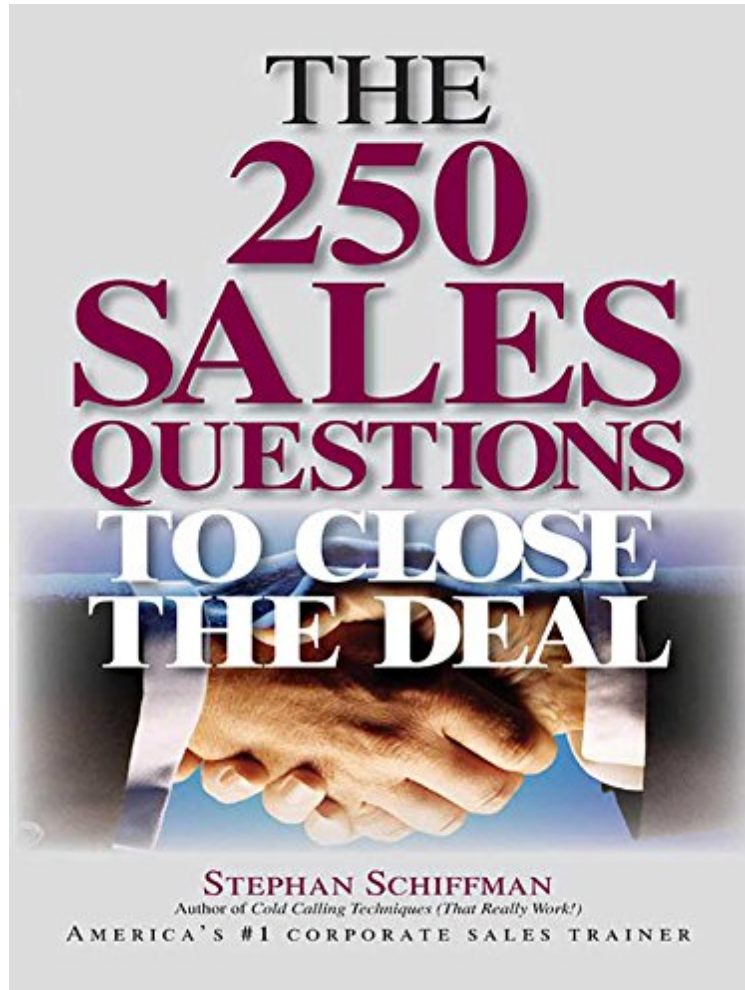


(Library ebook) The 250 Sales Questions To Close The Deal

The 250 Sales Questions To Close The Deal

Stephan Schiffman, Stephen Schiffman
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Stephan Schiffman, Stephen Schiffman : The 250 Sales Questions To Close The Deal before purchasing it in order to gage whether or not it would be worth my time, and all praised The 250 Sales Questions To Close The Deal:

1 of 1 people found the following review helpful. Great to get me focusedBy big mikeI read this all the way through once and then went back and took notes regarding my favorite 2-3 questions in each section. It's great to have this info with me to review prior to going into a sales call. And, like anything, the more you practice and use the questions the more naturally they come to you. It's not a book to memorize so you can fire one questions after another at a customer.It's a book that helps you better understand why the sales process isn't about "closing" - it's about discovering information so you can help your customers understand THEIR reasons for buying - and letting them "close" themselves. This is a great book for those new to the sales field as well as those of us career salespeople who need a little reminding that we're here to help the customer help themselves discover reasons to buy from us. I've bought copies for all of my salespeople and highly recommend this book to salespeople and sales managers alike.0 of 0 people found the following review helpful. Should be the 100 sales questionsBy Bob TierAlthough redundancy helps you

remember the point, the title is misleading. It is more like 100 questions and 3 or more ways to ask the same question. (maybe I'm being unfair....it may be 101, but it may only be 98 as well). Best for the salesperson who is in a slump, as it's a nice refresher. May not be helpful to a newbie, who needs more confidence than robotics. 0 of 1 people found the following review helpful. Four Stars By Roberto Lopez very helpful

Expert QA that wins the deal--every time! The key to more sales is closing more deals--and sales guru Stephan Schiffman knows all the tricks and techniques you need to do just that. Organized in a simple question-and-answer format that allows you to implement new strategies virtually overnight, this new Schiffman classic is a gold mine of practical information for all salespeople--newcomers and veterans alike. The 250 Sales Questions to Close the Deal offers cutting-edge sales questions in six core areas to help you: Initiate contact with prospective clients Build rapport with your customers Help secure the "Next Step" with every prospect Craft customized presentations Cope with setbacks or obstacles Negotiate and finalize the best deals No matter what you're selling--or to whom you're selling it--you'll sell more with Stephan Schiffman by your side!

About the Author Stephan Schiffman, America's #1 Corporate Sales Trainer, is the author of dozens of bestselling books, including Cold Calling Techniques, 5th Edition (That Really Work!); and Closing Techniques (That Really Work), 3rd Edition. His clients include Aetna, ATT, Blue Cross/Blue Shield, Boise Office Solutions, ChevronTexaco, Cox Communications, EMC, Federal Express, IBM, Merrill Lynch, Motorola, The New York Times, Sony, and Waste Management.