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## The Advanced Selling Skills Series Advanced Action Selling Book Series Four Book

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Offering winning techniques for spectacular sales results, the creator of *The Psychology of Selling* shows readers how to conquer fears, read customers, plan strategically, focus efforts on key emotional elements, and close every sale. 30,000 first printing.

*Advanced Selling Skills* is the first book to be published under the "Diamond Method" series. These self help books are easy to follow and implement. Whether you are new to the sales industry or an experienced professional, the contents of this book will get you results. With a proven track record of over two decades it has help thousands of multi-national people to success, and excel in the sales industry.

*The New Conceptual Selling* has turned conventional sales thinking on its head by offering powerful, practical lessons that break down the boundaries of traditional product pitch selling. Based on the world-renowned Miller Heiman sales training programme, which has been adopted by some of the world's top companies, it is a thoroughly validated systematic process that has been shown to produce immediate, significant and reliable sales increases. Through listening to the customer and identifying their 'concept', it will teach sales directors, managers and executives how to identify customers' real needs, tailor every sale to one specific client, and earn and maintain credibility.

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This guidebook combines the company's funniest and most interesting sales-related courses in one affordable package in a text-only version that keeps readers on the cutting edge of sales. Completion of this program will develop skills in areas not generally covered by most sales training courses.

Expand your customer relationships into higher levels of commitment—and close more sales! You may have many great customer relationships—but there's a good chance you have an even greater number of relationships that aren't where you want them to be. With the lessons in *Take Your Sales to the Next Level*, you can move those stalled relationships to the next level—and increase sales dramatically. Sales expert Charles D. Brennan helps you: Gain solid commitments from your contacts Direct conversations to reveal new, previously undisclosed information Minimize and neutralize resistance Build a sales closing map from start to finish When you suddenly find yourself deftly moving conversations beyond the predictable dialogues, you'll know you're on your way to greatness. Make it happen with *Take Your Sales to the Next Level*.

True or false? In selling high-value products or services: 'closing' increases your chance of success; it is essential to describe the benefits of your product or service to the customer; objection handling is an important skill; open questions are more effective than closed questions. All false, says this provocative book. Neil Rackham and his team studied more than 35,000 sales calls made by 10,000 sales people in 23 countries over 12 years. Their findings revealed that many of the methods developed for selling low-value goods just don't work for major sales. Rackham went on to introduce his SPIN-Selling method.



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SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in many of today's leading companies with dramatic improvements to their sales performance.

David Peoples reveals how you can reach the decision makers at the top and clinch the sale. It's tougher than ever to win over today's customers, but it helps to have David Peoples on your side. This internationally known author, speaker, and sales trainer has already trained over 8,000 IBM salespeople in his highly successful sales program. He gives you proven strategies for getting your foot in the top executive's door, building a relationship, and making the sale. In *Selling to the Top*, he tells you: \* How to quickly identify the decision makers \* How to figure out who is the Dominant Influencer (DI) \* How to meet Mr./Ms. Big (it's much easier than you think) \* How to size up Mr./Ms. Big before you've met \* How to develop a detailed plan for calling on executives and how to talk their language by knowing their goals \* Everything you'll need to know about the art of persuasion, including how to win, three things that are necessary to persuade another person, how to build trust, and the five most powerful buying motives \* How to differentiate yourself from your competitor

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