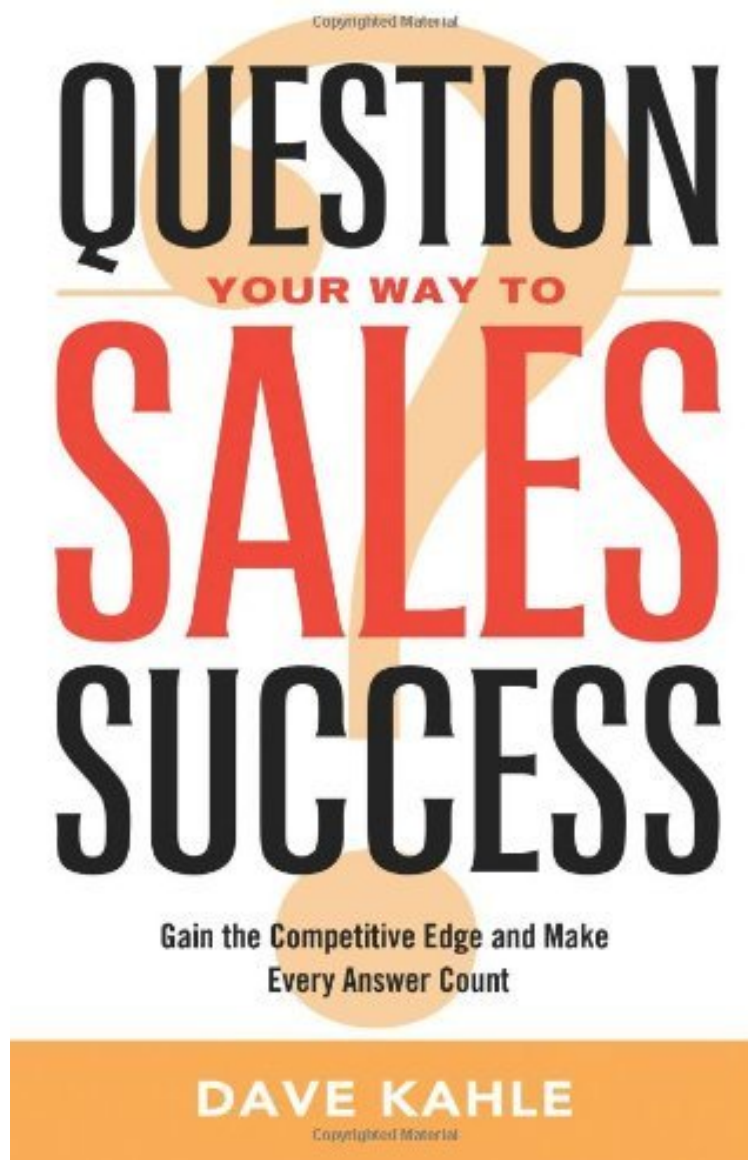


(Get free) Question Your Way to Sales Success: Gain the Competitive Edge and Make Every Answer Count

## Question Your Way to Sales Success: Gain the Competitive Edge and Make Every Answer Count

*Dave Kahle*

*audiobook / \*ebooks / Download PDF / ePub / DOC*



DOWNLOAD



READ ONLINE

#913821 in eBooks 2008-08-01 2008-08-01 File Name: B001GIOA8I | File size: 42.Mb

**Dave Kahle : Question Your Way to Sales Success: Gain the Competitive Edge and Make Every Answer Count** before purchasing it in order to gage whether or not it would be worth my time, and all praised Question Your Way to Sales Success: Gain the Competitive Edge and Make Every Answer Count:

0 of 0 people found the following review helpful. Five StarsBy Michelle D. Mccunethanks!0 of 0 people found the following review helpful. Best book on fundamentals!By Marc A MaherThis book is a "must" for any sales

professional. Sales is not complicated, it is about the fundamentals. This book delivers. 1 of 1 people found the following review helpful. Must Have for Sales Professionals By Michael G. Souders Dave Kahle's latest book, Question Your Way to Sales Success, is a must-have for every sales professional and sales manager. After reading the book, distributing it to my team, and implementing his method, we have noticed a faster process to get to the decision making stage of the sales cycle. This book outlines the sales process and what questions to ask at what time to gain greater insight into uncovering the real reasons companies make purchasing decisions. In this time of constant price objections, using Dave's techniques allow us to develop more meaningful partnerships by truly understanding our customer's needs.

A good question is the salesperson's single most powerful tool, one that can be powerfully used in every stage of the sales process, from making appointments to closing the sale to following up afterwards; yet, most salespeople are ill-equipped to use this powerful tool effectively. As a result, they find themselves dealing with price issues, and wondering why the customer purchased from someone else. Question Your Way to Sales Success will transform the way salespeople think and operate by offering specific, practical advice on how to ask better sales questions.

About the Author Dave Kahle is one of the world's leading sales educators. He is the author of 10 Secrets of Time Management for Salespeople, six other books, and 100 multimedia training products. He also writes a weekly Ezine for salespeople; and has presented in 43 states and seven countries. As a salesperson, he was number one in the country for two different companies in two totally distinct industries. For 20 years, he has been president of The DaCo Corporation, a sales training/consulting company where he has trained tens of thousands of salespeople and sales managers.