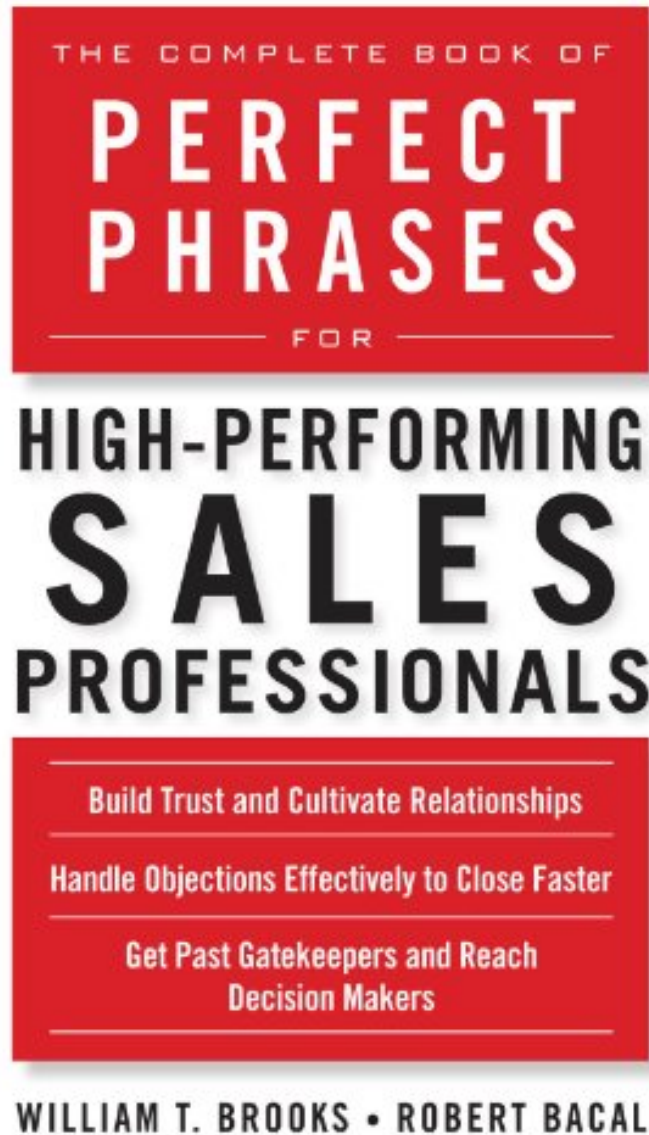


(Get free) The Complete Book of Perfect Phrases for High-Performing Sales Professionals (Perfect Phrases Series)

The Complete Book of Perfect Phrases for High-Performing Sales Professionals (Perfect Phrases Series)

Robert Bacal, William T. Brooks
ePub | *DOC | audiobook | ebooks | Download PDF



 Download

 Read Online

#1687670 in eBooks 2009-10-02 2009-10-02 File Name: B002TGNJ3S | File size: 77.Mb

Robert Bacal, William T. Brooks : The Complete Book of Perfect Phrases for High-Performing Sales Professionals (Perfect Phrases Series) before purchasing it in order to gage whether or not it would be worth my time, and all praised The Complete Book of Perfect Phrases for High-Performing Sales Professionals (Perfect Phrases

Series):

0 of 0 people found the following review helpful. Good for writers and sales pros
By Michael Saul
very good book for reference

The Right Phrase for Every Sales Situation A powerful command of words is the number one requirement for succeeding in the field of sales. Whether you're cold-calling a prospect, presenting to a group of decision makers, or dealing with price objection, the make-or-break point of every transaction lies in saying the right thing to the right person at the right time. The Complete Book of Perfect Phrases for High-Performing Sales Professionals is the ultimate field guide for speaking and writing your way to sales success. You'll find perfect phrases for: Lead Generation Turn cold calls into profitable relationships Expand your customer base Write engaging letters and e-mails Sales Calls Get access to decision makers Present your product in compelling language Resist objections and stalling tactics Customer Service Develop a rapport with every client Handle the most difficult of customers Close every conversation on a positive note

About the Author Robert Bacal is the bestselling author of Perfect Phrases for Performance s. For over 15 years, he has owned his own consulting firm and has been active in providing help on performance management and customer service issues. His books have been translated into a number of languages, including Chinese, French and Spanish, and are in use around the world. Bill Brooks was CEO of The Brooks Group, one of the world's premiere resources for sales and business leadership. Renowned as a corporate coach, sales visionary, consultant, speaker, and entrepreneur, Bill has taught companies how to build exceptional sales teams and achieve dramatic business development growth.