

[FREE] The Complete Idiot's Guide to Closing the Sale

The Complete Idiot's Guide to Closing the Sale

Keith Rosen

*ePub | *DOC | audiobook | ebooks | Download PDF*



DOWNLOAD



READ ONLINE

#1495975 in eBooks 2007-02-06 2007-02-06 File Name: B008QYR0F0 | File size: 28.Mb

Keith Rosen : The Complete Idiot's Guide to Closing the Sale before purchasing it in order to gage whether or not it would be worth my time, and all praised The Complete Idiot's Guide to Closing the Sale:

0 of 0 people found the following review helpful. Rosenified: Read Keith's book, Applied it, SucceededBy Acorns11This is perhaps the best book I've read on Sales. I rarely write a review but this book deserves a review.I am the VP of Sales of a bootstrapped technology company and anyone that has walked this path or runs a company and wears multiple hats - knows the time and budget challenges of training the team. I needed a quick and effective solution to train my sales team and enhance their skills. I have read many books and evaluated programs in the past and none of them felt right. Integrity is a strong value in our entire organization and we wanted a sales team that had

solid skills combined with integrity and heart. I didn't want an out of the box, old school training program. When I read this book, I knew this was exactly what I was looking for. I resonated with the combination of authentic selling with structure and skills. Everyone on my team got a copy of both of Keith's books on a kindle. They read it, re-read it and our numbers started to change. We have one sales person that increased his sales by 160% in 60 days. From an average sales person, he is headed towards rockstar status. The team doesn't want any more books. I don't believe they need any others in that zone. :) It is now THE training manual. Whether you are on a budget (cost and/or time) or don't have budget constraints - if you need rock solid sales training for your team (or yourself) - this book may be all you need. Rosenfied is now internal lingo in our Sales room and translates to: Read Keith's book, Applied it, Succeeded. I feel grateful for the work the author has put into writing the book and sharing his expertise and blessed to have found it. 1 of 1 people found the following review helpful. Very Good Book, I think the best one. By HECI started to work as a seller two years ago and I didn't have any experience as a seller but I did have a lot of experience in the other side (in the management, budgeting and buying procedures and making decisions in some big companies). Then I thought that selling is just to have a common sense and, of course, working hard. I am bachelor in Computer Science. Any way because I like to have deep knowledge about what I am doing or what I am working at, I had bought and read some books: "SNAP Selling - Speed Up Sales..." of Jill Konrath, "SPIN Selling" of Neil Rackham, etc. All of these are good books as well but for me this book is the best one. Just to say one thing, the author's idea is an amazing and wonderful message: do not relate the words "closing a sale" to the act of finishing the sale, it is the opposite "opening following sales". 1 of 1 people found the following review helpful. The Idiot's Guide to: Closing the Sale. By James P. Smith. I purchased this book in 2010 b/c I "did not fit" the Accounting opportunities in my area. At Job/Career Fairs all I seemed to find were employment in Sales or Collections. I always kept this book at the "front burner" never knowing if I would need it or not. I just got a job in Sales on 11.18.2011. Although my company's training is good, I am pleased that I purchased this book before I knew I needed it. Now I can review + compare my training notes to this book to better understand the terminology and processes to become more successful (sp?). No one Plans to Fail, they Fail to Plan. Now I have a great tool to help me ramp-up to others who have been in Sales for years while I was not. Thanks to .com; the book arrived one day early. Jim

Traditional and gimmicky closing techniques are dead. Never be scared or reluctant to ask for the sale again and enjoy the confidence and peace of mind in knowing you have a process that works. Tap into Keith Rosen's unique, permission based approach to having a selling conversation with your prospects that fits your style of selling rather than having to 'pitch and close'. This book gives you the edge over your competition by showing you, step-by-step, how to get to 'Yes' more often by aligning your selling approach with the prospect's preferred buying process and communication style without any pressure, manipulation or confrontation. You'll also get exactly what to say in any selling situation as well as the dialogue that the world's greatest salespeople use to defuse objections, ask for the sale and close the deal. Plus, over 100 case studies, templates and scripts you can use with Keith's powerful process-driven selling approach. Discover: The five steps that make your sales presentations objection-proof. A step-by-step system that prevents cancellations, improves client retention and boosts referrals.