



Tom Hopkins Low Profile Selling: Act Like a Lamb... Sell Like a Lion

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Watch your income soar! Today's customers are better educated and more sophisticated than ever before. To keep a competitive edge in the market, salespeople have learned that a "low profile selling" style and exceptional service are what gets prospects' attention. But it's Tom's techniques that will eventually turn those prospects into clients. Eleven chapters discuss:

qualifying

addressing customer concerns

building rapport

setting and achieving goals

14 closing strategies

personal strategies for becoming a pro

Once you learn to diffuse customer likes and dislikes, you'll stand head-and-shoulders above your peers and earn the respect and repeat business of hundreds of satisfied customers.

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Spent a free time to be fun activity to perform! A lot of people spent their down time with their family, or their very own friends. Usually they performing activity like watching television, planning to beach, or picnic within the park. They actually doing same thing every week. Do you feel it? Do you wish to something different to fill your current free time/ holiday? Could be reading a book may be option to fill your totally free time/ holiday. The first thing you will ask may be what kinds of e-book that you should read. If you want to test look for book, may be the reserve untitled Tom Hopkins Low Profile Selling: Act Like a Lamb... Sell Like a Lion can be great book to read. May be it may be best activity to you.

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