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skeptical prospects and clients As a result they will grow sales as they master skills to prospect more effectively increase win rates and develop long term relationships with clients **The Power of a Promise** Todd Duncan,2001-06-17 This course was designed to teach you how to do one thing close the gap between what is promised and what is performed in your life A lot of people feel the sting of living a life that is less than what they had expected you don t have to be among them Todd Duncan presents to you compelling new ideas in language that is easy for anyone at any stage of personal growth career and spiritual walk to understand **The 360 Degree Leader** John Maxwell,2006-01-10 Don t wait for that promotion Start leading NOW right where you are What s the number one question leadership expert John C Maxwell is asked while conducting his leadership conferences How can I implement what you teach when I m not the top leader Is it possible to lead well when you re not the top dog How about if the person you work for is a bad leader The answer is a resounding yes Welcome to The 360 Leader People who desire to lead from the middle of organizations face unique challenges And they are often held back by myths that prevent them from developing their influence Dr Maxwell one of the globe s most trusted leadership mentors debunks the myths shows you how to overcome the challenges and teaches you the skills you need to become a 360 leader If you have found yourself trying to lead from the middle of the organization as the vast majority of professionals do then you need Maxwell s insights You have a unique opportunity to exercise influence in all directions up to the boss across among your peers and down to those you lead The good news is that your influence is greater than you know Practice the disciplines of 360 leadership and the opportunities will be endless for your organization for your career and for your life

Trust-Based Selling Kerry Johnson,2020-03-24 New psychological research into NLP has uncovered easy to use customer focused strategies to help you understand what your prospective customer is thinking Now one of America s foremost business psychologists will explain the concepts and provide you with applicable techniques using NLP skills to increase your sales In Trust Based Selling you will learn how to MOTIVATE your prospects to sell themselves DISCOVER your customer s unique buying strategy PUSH a buyer s hot buttons with the as if technique DETERMINE your client s dominant decision modeso you can present information exactly the way they want to buy it Let NLP help you reach your sales goals Isn t it time you put these strategies to work for you Kerry Johnson MBA Ph D is an internationally known author and speaker who presents at least 12 programs a month to audiences from Hong Kong to Halifax and from New Zealand to New York traveling 8 000 miles each week In addition to speaking Kerry currently writes monthly for fifteen national trade and management magazines whose editors have dubbed him The Nation s Business Psychologist **Killing the Sale** Todd Duncan,2004-02-17 There are approximately 12 2 million salespeople in the United States that s about 1 out of every 23 people Salespeople are everywhere selling everything imaginable Some are making a killing but a greater percentage end up victims of the sales industry and their own mistakes Some are normal bumps in the road toward success Others are more damaging But many are fatal to a career Duncan addresses these catastrophic mistakes with clarity and directness Whether

you're a seasoned sales professional or someone considering sales as a career Duncan's wisdom can help you avoid errors in perception practice and performance that could not only kill a sale but also your career *The Top 1%: Habits, Attitudes & Strategies For Exceptional Success* Dan Strutzel, 2018-10-09 In the past several years there has been a great deal of hyperbole disseminated by mass media about The Top 1% Most of this press has been negative casting the 1% as the villains and the 99% as the victims Most every major problem in our society and in individuals inability to progress has been blamed on this elite income class Yet the paradox is that the vast majority of people in America strive every day to become part of that 1% Why is this Because most people intuitively understand that the picture of the 1% is largely incorrect at worst or incomplete at the very least So is much of what we've been told about the 1% incorrect Is there another reality about the 1% that has not been told by the media And should you and I aspire to be part of The Top 1% The answers to these questions are an unqualified yes In this compelling book personal development expert and researcher Dan Strutzel will give you a completely new and ultimately inspiring view of this income class And best of all he will outline the specific things you need to do to become a proud member of The Top 1% You'll learn The most popular myths and the hidden truths of The Top 1% Why average is over and striving for the Top 1% should be everyone's goal regardless of whether you ever reach that goal The 12 qualities that The Top 1% have in common How to develop an owner's mentality not a consumer's mentality Why you don't get your dream job you create it Why traditional goal setting concepts no longer make sense and will not get you to the top 1% Why you should focus on value and equity and not on income Why the 1% and the 99% need each other to achieve the greatest level of success and happiness After reading this book you'll not only have a road map for joining The Top 1% you'll emerge more inspired and excited about your future and the future of our society *Speak To Solve, Not Just Sell: Conversational Selling That Earns Customer Trust* Ahmed Musa, 2025-05-31 *Speak To Solve Not Just Sell* introduces a human first approach to selling rooted in empathy understanding and genuine problem solving Customers today are skeptical They don't want to be pressured they want to be helped This book teaches you how to guide conversations in a way that builds trust uncovers real needs and naturally leads to a yes without feeling like you're selling at all Whether you're speaking on sales calls in DMs through email or even in content your words should do more than promote they should solve When your sales approach is based on service your close rate increases Your referrals increase Your confidence increases Selling isn't about being slick It's about being useful And people buy from those who truly understand them *25 Ways to Win with People* John C. Maxwell, 2005-06-05 Specific action steps you can take to develop your business skills by building up others *25 Ways to Win With People* based on John Maxwell's best selling *Winning with People* is ideal for a quick refresher course on interpersonal relationships for leaders and aspiring leaders alike Each chapter explains the action step describes why it works and uses specific real life success stories A small sampling of the twenty five specific actions readers can take to build positive healthy relationships includes Complimenting People in Front of Others Creating a Memory and Visiting It Often

Encouraging the Dreams of Others Becoming a Person of Influence John C. Maxwell, Jim Dornan, 1997-07-25 Whatever your vocation or aspiration is you can increase your impact with Maxwell's simple insightful ways to interact more positively with others America's leadership expert John Maxwell and renowned author Jim Dornan teaches that if your life in any way connects with other people you are an influencer Learn the tactics to interact more effectively with people and watch your organizational success go off the charts In Becoming a Person of Influence Maxwell and Dornan help people regardless of their occupation reach their full influential potential Managers will see their employees respond with new enthusiasm Parents will connect with their children on a deeper level Coaches will see players blossom Pastors will reach more people Salespeople will break records Authors Maxwell and Dornan have spent most of their lives raising up influencers With humor heart and unique insight they share what they have gained from decades of experiences in both business and nonprofit areas Their insights are practical and easy to apply to everyday life **The 360 Degree Leader Workbook** John C. Maxwell, 2006-09-03 The 360 Degree Leader Workbook will equip you with the skills you need to begin making a difference in your organization career and life today with or without the promotion Ninety nine percent of all leadership occurs not from the top but from the middle of an organization Usually an organization has only one person who is the leader So what do you do if you are not that one person In The 360 Degree Leader Workbook Maxwell addresses that very question and takes the discussion even further You don't have to be the main leader to make a significant impact in your organization Good leaders are not only capable of leading their followers but are also adept at leading their superiors and their peers Debunking myths and shedding light on the challenges John Maxwell offers specific principles for Leading Down Leading Up and Leading Across 360 Degree Leaders can lead effectively regardless of their position in an organization By applying Maxwell's principles from this workbook and accompanying book you will expand your influence and ultimately be a more valuable team member Selling Transformed Philip Squire, 2020-12-03 Learn how to develop the values proven to boost sales performance to ensure customers choose you over the competition in today's crowded marketplace For years sales people have struggled with cliched views of how they sell while at the same time customers have become more sophisticated and discerning stopping off at different or unconventional places in the sales funnel The result is that the technique of sales people controlling the sales conversation and learning how to influence the customer no longer works Selling Transformed introduces the new world of selling and addresses the reasons why sales people are so poorly perceived Selling Transformed provides fresh tangible ideas on how to develop better sales practices Focusing as much on the customers as on the sellers it explains key theories of selling effectively and introduces four proven strategies that are based on the values customers look for in sales people authenticity client centricity proactive creativity and being tactfully audacious Explaining what customers look for in sales people and advising on how to develop and deliver these values this is a new type of sales manual guaranteed to improve sales performance **The Defining Skill in Selling** M. Tim Welch, 2019-04-03 The Defining Skill in

Selling By M Tim Welch Discover how a new model will catapult you towards your potential in selling *Lessons from 100,000 Cold Calls* Stewart L Rogers,2008-01-01 Stewart Rogers has made 100 000 cold calls and lived to tell about it Now in *Lessons from 100 000 Cold Calls* this veteran sales pro shows salespeople how to cold call their way to success Compiling his lessons and techniques into an easy to use guide Rogers shows salespeople how to Set realistic yet challenging goals Build a master database of sales prospects Write simple yet powerful scripts Build immediate and intimate trust by phone Sell concept and credibility in 60 seconds Sell ethically by phone Free audio samples available for download online will help readers hone their phone and selling skills B2B telemarketing is as hot as ever and *Lessons from 100 000 Cold Calls* is the one book salespeople need *Developing the Leader Within You Workbook* John C. Maxwell,2001-01-07 In the *Developing the Leader Within You Workbook* John Maxwell examines the differences between leadership styles outlines specific ways each reader can apply principles for inspiring motivating and influencing others These principles can be used in any organization to foster integrity and self discipline and bring a positive change *Developing the Leader Within You Workbook* also allows readers to discover how to be effective in the highest calling of leadership by understanding the five characteristics that set leader managers apart from run of the mill managers In this companion to the bestseller John Maxwell shows readers how to develop the vision value influence and motivation required of successful leaders **The Top Ten Mistakes Salespeople Make and How to Avoid Them** Todd Duncan,2007-02-04 Todd Duncan s revolutionary approach to selling yourself as well as the product has become an inspiration for tens of thousands of salespeople around the world In *The Top Ten Mistakes Salespeople Make and How to Avoid Them* he focuses his expertise on the most common and destructive blunders salespeople make and how you can prevent them Based on thousands of interviews years of research and two decades of personal sales experience this book is specifically designed to help you steer clear of the ten most fatal selling mistakes like trying to sell before training to sell making unplanned calls on unknown customers and selling your product before knowing your customer Duncan also shows you how to build a life based business instead of a business based life finding that delicate but essential balance between work and home Packed with Todd Duncan s sought after sales wisdom and energy this book will give you the tools to avoid the pitfalls sharpen your sales skills and become the best salesperson you can be

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