

# **How To Sell A Service**

Per Kristensson,Lars Witell,Mohamed Zaki

#### **How To Sell A Service:**

How to Sell a Service M. H. B. McDONALD, John Leppard, 1986 The problems associated with selling a service Reaching the customers Opening the sales interview Benefit selling Dealing with objections Techniques for closing the sale Sell You...And Your Product, Service, or Idea Gloria Wadsworth, 2010-06-17 This highly readable compelling practical book brillantly empowers the reader with simple secret steps explaining how to successfully sell YOU Your Product Service or Idea Whether a layman or expert in the art of salesmanship your life will never be the same this is a priceless gift for everyone who desires success in life Dr Tolulope O Filani Chair Department of Visual and Performing Arts South Carolina State University This author has a unique perspective and arguably continued success in the Corporate world and the Small Business arena She is an experienced Entrepreneur Whether by social media or face to face dialogue Gloria Wadsworth takes us along her journey to each and every goal she set and met in her career Marilyn D Johnson Vice President Market Development IBM Corporation In How to Sell YOU and Your Product or Service Gloria Wadsworth provides an energized formula for any individual looking to advance a relationship gain agreement or win the business In today s knowledge based environment Wadsworth approaches selling with a repository or resources to empower you with strategies and tactics to successful selling The secret is It all starts with YOU Michael Levin Seven Time Best Selling Author and Radio Host to Sell Your Services Online Peter Sellers, 2021 About twelve or thirteen years ago your ship came in and you may not have even realized it You see that was about the time that personal computers started appearing in homes around the world and we all started accessing the Internet At the time many of us didn't realize it but the playing field had just been totally leveled and things that you never thought would be possible became possible Your ship came in If you didn't realize that your ship had arrived back then there is good news You still have time to catch that ship before it sails away With the use of the Internet you can start your own business with very little invested In fact you can start your own business and become financially secure if not financially independent with very little This is what I meant when I said that the playing field had been leveled Because we have the Internet you have just as much of a chance at success as you would if you started a brick and mortar business In fact the chances of success are even higher although many people don t realize it You see with the Internet you don't need the large investment that would be required to start a traditional brick and mortar business You also won t have that overhead every month You are also not subject to being limited to customers in your geographic area You have a global customer base That is what increases your chance of success But you must also consider the other side of the coin Anyone can start a business online and right now today there are millions if not billions of online businesses Not all of them do succeed It takes time patience and know how to make it work It does not however take a lot of money That isn t to say that it doesn't take any money Anyone who tells you that you can successfully get an online business off of the ground for free is pretty much lying to you Since you are reading this the chances are good that you have considered starting your own

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