

Truly great selling involves being low key. It includes developing the ability to lead people with questions rather than push them with facts and figures.

~Tom Hopkins

LOW PROFILE SELLING

TOM
HOPKINS

UNABRIDGED

Tom Hopkins Low Profile Selling

Adam J. Davis



Tom Hopkins Low Profile Selling:

Low Profile Selling Tom Hopkins, 1994 *Tom Hopkins' Low Profile Selling* Tom Hopkins, 1994 Tom Hopkins dedicated himself to improving the image of salespeople the world over nearly 20 years ago when he founded Tom Hopkins International. He constantly studies trends in business and talks with sales professionals the world over learning from them and teaching them at the same time. The majority of today's successful salespeople have learned that a low profile approach to presenting their product or service to customers works exceptionally well. Tom defines this approach as acting like a lamb while selling like a lion.

How to Master the Art of Selling ... In Under 50 Minutes Tom Hopkins, 2015-05-12 In order to achieve great success in the field of selling you need product knowledge, people skills, and discipline. Your company provides product knowledge and gives you an idea of who your ideal clients will be. You provide your own discipline to learn the ropes, be well organized, and treat your clients well. Tom Hopkins teaches you the people skills aspect of selling. Tom Hopkins is a master sales trainer and an authority on the subject of selling. He has authored 18 books on the subjects of selling and success. Nearly three million copies of his books have been purchased and read by those who are serious about their selling careers. Tom has also personally instructed over five million sales pros on five continents through live events. Learn the psychologically sound fundamentals of a career in selling including the right words to use, how to get referred leads, where to find new business, the types of questions to ask in order to get the answers you need, and exactly what to say to close sales. This abridged version of Tom's textbook size *How to Master the Art of Selling* is an ideal starting point for anyone who is new to sales. It's a great refresher for a sales veteran too. The more nuances of selling you are aware of, the more opportunities for success you will create. Learn the most effective selling strategies of the last 40 years by reading this book.

The Official Guide to Success Tom Hopkins, 1983-06 Sst® Dr. Arnold Tilden, 2009-03-16 SST Successful Selling to Type is based on the time honored principle that relationships are crucial to successful selling. Even at the highest business to business levels, people still buy from people. But people have different personalities and approaching them as though they are all the same is like a skilled craftsman using a single tool, the hammer. The single tool approach works well if all of your clients and prospects are nails. We know they are not. SST the Book provides an overview of this powerful business development model that has led to staggering improvement in sales performance. One client experienced a nearly 500% increase in sales with an experimental group using SST as contrasted to a control group without it. SST has been delivered around the globe: US, Europe, Asia, Persian Gulf, and clients cover a broad array of industries as reflected in this partial client list: AccuWeather, Barclays, Global Investors, Credit Suisse, Fortis Bank, KPMG, Gettysburg College, Johnson Controls, Johns Hopkins University, Perkin Elmer, QlikTech, Penn State University, Smeal Trane, United States Federal Reserve System, and Wachovia. Chapters are dedicated to the essential SST tools as well as the core skills of questioning, listening, and customizing communication. The concluding chapter consists of drills and exercises to help you master SST and successfully implement it.

in the field *New to Sales?* Tom Hopkins, 2016-03-16 A typical Sales Associate job description is all about getting results with very few hints about how to get them As a new Sales Associate the job of mastering the art of selling involves much more than simply answering to the description and showing up for work There is a step by step recipe for sales success and applying it takes both skill and finesse So the question is how do you start No one knows the answer better than the legendary Tom Hopkins who earned more than one million dollars in commissions during the first three years of his sales career Over the course of the past 25 years he s been teaching others to do the same Learn the 12 Sources of Sensational Selling Success Discover the right questions to ask for stellar closing results Use the simple hidden trick to creating the optimal selling climate In clear easy to understand language Tom will guide you through the process of becoming a master of sales Get this book and launch your career as a Sales Associate today **16 Power Closes** Tom Hopkins, 2015-05-28

ATTENTION SALES REPS What s that beautiful sound you hear Is it the babbling of a clear cold brook Is it the laughter of an innocent child Is it the tender refrain of a meadowlark No It s the sweet sound of YES the sweetest sound in Sales Learn how to smoothly create an abundance of closing opportunities and get more Yesses than ever before The hallmark of every master closer is knowing several ways to close deals Now you can know just when to act when to hold back and exactly when to close Learning this one simple approach means you ll be able to close more sales in less time with happier customers every time But where do you start No one knows the answer to that question better than the legendary Tom Hopkins who earned more than one million dollars in commissions during the first three years of his Sales career Over the course of the past 25 years he s been teaching others to do the same **16 Power Closes** How to Hear More of the Sweet Sound of YES will show you in crystal clear detail the exact steps you need to take in every sale You ll learn not just How but Why plus how to close with integrity and pride Discover 16 ways to take any prospect through each step methodically and get to that sweetest of sounds the word YES In this timely book Tom reveals all there is to know about Getting over the Objection Connection What to do before closing for more sweet success **16 Power Closes** for Sales champions and those who want to be Now you can turn any objection into a closing opportunity Use the winning tactics in this book and never again fear hearing the word No from your prospects You ll know for all time how to hear more of that sweet sound of YES *Your Sales Presentation* Tom

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Mitchell,2015-05-01 Aches and pains frequent doctor visits and prescription medication don t have to define your seventh decade In Radiant After 70 Shirley Mitchell reminds all seventy somethings that they have the power to live well In each of us there is a desire for health beauty and vibrant relationships And the seventh decade is the perfect time to invest in these areas of our lives In the last most thrilling quarter of life join Shirley in Staying physically and mentally active Blessing others with time tested wisdom Creating and fulfilling a bucket list Recognizing and acting on symptoms of age related health problems Choosing a positive hopeful attitude You don t have to live down in the dumps Embrace the positives of life and hold on to hope which is not defined by outward circumstances Be a light to others by living beautifully even radiantly after 70

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you want to buy and sell single family houses or acquire large apartment buildings private money will propel your investing to the next level Never worry about how you re going to close a deal again The Book on Private Money provides you with a worry free roadmap for unlimited profits and growth About the Author Adam J Davis is an entrepreneur and real estate investor He has been involved in more than 200 deals and is the principal of several investment companies focused on acquiring distressed properties He operates Champions of Success a consulting publishing and seminar company focused on helping real estate investors and entrepreneurs raise capital and succeed in business He speaks at seminars and conventions across the country as well as provides education and online learning events via his popular website www.UltimatePrivateMoney.com Adam lives in the Metro Detroit area

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