

ESSENTIAL STRATEGIES FOR KEEPING A SALE MOVING FORWARD

TOM HOPKINS and BEN KATT

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Tom Hopkins, Ben Katt

When Buyers Say No Tom Hopkins, Ben Katt, 2014-04-01 This is a complete and practical guide which highlights the authors new strategic approaches to selling when the buyer initially declines or is resistant on a sales opportunity Hopkins and Katt explain that most sales reps take a traditional linear approach to selling but that the trick in closing is in taking a more creative and circular approach That's the key It all starts with how the buyer initially says No Too many sales reps don t pay close attention as to how that s presented Hopkins and Katt point out that no may suggest all sorts of other options avenues that can eventually lead to the buyer actually saying yes. The authors introduce a novel concept called the Circle of Persuasion which offers sales reps a new approach in this potentially tricky process Along the way WHEN BUYERS SAY NO details prescriptive steps and even sample dialogues that will instruct and guide sales professionals on how to best cultivate buyer seller relationships There s particular emphasis on how to establish the kind of rapport that ultimately leads to a successful close When Buyers Say No Hopkins Tom Katt Ben J,2014-07-04 Offers strategies and avenues for selling to reluctant buyers including the Circle of Persuasion an approach designed to improve buyer seller relationships and close more deals 2022 42 27 1976 500 35000 How to Master the Art of Selling 30 5000 Ben Katt 100 6 50 **Developments** ,2009

Business International ,1991 The New York Times Index ,2009 F & S Index United States Annual ,2006 Studies on Russian Economic Development ,1999 **Closing Sales is Easy** Tom Hopkins, 2014-09-29 The fun part of selling yourself a product or a service is the demonstration or presentation But the aspect of selling that makes you successful is having the ability to close the sale get the decision made in your favor get the check credit card purchase order or a signature on an agreement Closing the sale is where most people balk feel uncomfortable or even stall They just can t bring themselves to ask someone for money even when the person will receive incredible benefits in exchange for that money Even worse people ask for the sale and when the buyer doesn t immediately jump at it they change the subject and stop the sale themselves Don't let this happen to you When done properly the move into closing the sale is smooth as silk And when you handle the close as Tom Hopkins teaches you you ll walk away with more business than you thought you could ever get Knowledge builds competence and confidence Become a more confident and more successful salesperson Get started by reading and implementing the strategies in this book It ll be the best return on your money you ve ever gotten When Buyers Say No Tom Hopkins, 2014 This is a complete and practical guide which highlights the authors new strategic approaches to selling when the buyer initially declines or is resistant on a sales opportunity Hopkins and Katt explain that most sales reps take a traditional linear approach to selling but that the trick in closing is in taking a more creative and circular approach That's the key It all starts with how the buyer initially says No Too many sales reps don't pay close attention as to how that s presented Hopkins and Katt point out that no may suggest all sorts of other options avenues that

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