

Unlimited

# **Selling Power**

How to Master  
Hypnotic Selling Skills

Donald Moine  
Kenneth Lloyd

# Unlimited Selling Power How To Master Hypnotic Selling Skills

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## **Unlimited Selling Power How To Master Hypnotic Selling Skills:**

Unlimited Selling Power Donald Moine, Kenneth Lloyd, 1990-03-01 Simple and practical methods for being a more effective salesperson Sophisticated and easy to apply the sales techniques in this book are based on the gently hypnotic patterns of speech and gesture that all born salespeople habitually use to build customer trust melt resistance and quickly close sales The techniques are so subtle so natural and so convincing that few people are even aware of them or recognize their hypnotic power Leading sales psychologists Donald Moine and Kenneth Lloyd have pinpointed and described these previously little understood secrets In the pages of this handbook you ll see step by step how to use these methods to counter any and all objections put your prospects in a buying mood and complete more sales than you previously thought possible

Hypnotic Writing Joe Vitale, 2006-12-22 Discover the secrets of written persuasion The principles of hypnosis when applied to copywriting add a new spin to selling Joe Vitale has taken hypnotic words to set the perfect sales environment and then shows us how to use those words to motivate a prospect to take the action you want This is truly a new and effective approach to copywriting which I strongly recommend you learn It s pure genius Joseph Sugarman author of Triggers I ve read countless book on persuasion but none come close to this one in showing you exactly how to put your readers into a buying trance that makes whatever you are offering them irresistible David Garfinkel author of Advertising Headlines That Make You Rich I am a huge fan of Vitale and his books and Hypnotic Writing first published more than twenty years ago is my absolute favorite Updated with additional text and fresh examples especially from e mail writing Joe s specialty Hypnotic Writing is the most important book on copywriting yes that s really what it is about to be published in this century Read it It will make you a better copywriter period Bob Bly copywriter and author of The Copywriter s Handbook I couldn t put this book down It s eye opening and filled with genuinely new stuff about writing and persuading better And it communicates it brilliantly and teaches it brilliantly exemplifying the techniques by the writing of the book itself as you go along David Deutsch author of Think Inside the Box [www.thinkinginside.com](http://www.thinkinginside.com) Hypnotic Writing is packed with so much great information it s hard to know where to start The insights strategies and tactics in the book are easy to apply yet deliver one heck of a punch And in case there s any question how to apply them the before and after case studies drive the points home like nothing else can Hypnotic Writing is not just about hypnotic writing It is hypnotic writing On the count of three you re going to love it Just watch and see Blair Warren author of The Forbidden Keys to Persuasion

**The Science of Influence** Kevin Hogan, 2010-09-17 Get customers clients and co workers to say yes in 8 minutes or less This revised second edition by a leading expert of influence continues to teach a proven system of persuasion Synthesizing the latest research in the field of influence with real world tested experiences it presents simple secrets that help readers turn a no into a yes Every secret in this book has been rigorously tested validated and found reliable Learn dozens of all new techniques and strategies for influencing others including how to reduce resistance to rubble Make people feel instantly comfortable in your presence

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**NLP for Business Success** Jeremy Lazarus,2013-09-23 What is Neuro Linguistic Programming How can you apply NLP to your business NLP for Business Success from best selling author Jeremy Lazarus will teach you how to use NLP at work in order to achieve better results faster and font color 6CBB3Cestablish a mindset for professional success It will enable you to build rapport with colleagues through improving your influencing and communications skills understanding and motivating both yourself and others making positive changes and achieving both personal and organizational goals Written in accessible jargon free language NLP for Business Success contains numerous examples and practical exercises which will help you to grasp the use of NLP It is perfect for anyone looking to improve their career and achieve success at work whether in the private or public sector and regardless of their current role Jeremy Lazarus is a certified NLP Master Trainer and business performance coach Previously a management consultant corporate treasurer and finance director he now runs his own NLP training company where he teaches people to harness the power of NLP His clients range from blue chip companies to elite athletes and he is also the author of the best selling Successful NLP also published by Crimson

**Successful NLP** Jeremy Lazarus,2010-03-01 Are you being held back from achieving your goals Does fear of failure stop you from getting outstanding results NLP neuro linguistic programming is a set of powerful psychological techniques that can help you have more of what you want and less of what you don t want Jeremy Lazarus a Certified NLP Master Trainer shows you how to use the language of your mind to change your patterns of behaviour for the best Taking a fresh practical approach it gets you started quickly and shows how NLP can be used across work sport and relationships This book will help you Achieve your goals faster Apply NLP to all aspects of your life Communicate and negotiate better Change negative behaviour and beliefs Move from good to excellent All of this comes in an easy to digest concise book so you can learn how to use NLP fast Also available in the Successful series Successful Business Plans Successful Customer Service Successful Finance Successful Marketing Successful Presentations Successful Sales Successful Time Management Successful Websites

Covert Persuasion Kevin Hogan,James Speakman,2010-06-10 Discover effective techniques to convince people of virtually anything with the help of psychology linguistics sales tactics when you master these techniques you can use every day to dramatically increase your commissions And if you don t work in sales you can still use these tactics to convince colleagues subordinates and supervisors to help you meet your goals and get things done daily Even outside the office persuasion is a vital skill everyone should have This reliable resource will help you with all your persuasion efforts in every situation Dip into it for fresh ideas and new techniques or use it to sharpen the skills you already have For salespeople Covert Persuasion will help you increase your sales almost immediately No matter what you do for a

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so they often come up empty or use outdated ineffective strategies 151 Quick Ideas to Recognize and Reward Employees will help managers stock up Recognition and rewards are consistently found to be among the most powerful of all motivators for employees at any job level In fact when employees are asked to describe their most satisfying experiences at work they frequently mention situations in which they received recognition and rewards for their performance And importantly when managers are skilled in providing this type of feedback their employees typically reward them with increased productivity commitment and overall performance However just like customers who always order the same old entree at a restaurant managers tend to choose the same old kinds of recognition and rewards Some traditional rewards still work well of course but there is always room for new ideas 151 Quick Ideas to Recognize and Reward Employees offers you the full menu of recognition and reward strategies It comes with detailed descriptions of the most popular ideas in business plus others that are destined to become classics Ideas such as Enriching jobs by giving employees more autonomy and decision making responsibilities Purchasing personally signed books suited to the potential you see in each employee Awarding special coupons for free gasoline or transportation Hiring a masseuse to rub out stiff necks and backs Making your employees more invested by offering profit sharing Plus many free or low cost rewards Included with each of the 151 strategies is an assignment that you can use as a roadmap to bring the idea to life Ken Lloyd Ph D is a nationally recognized consultant author and newspaper columnist based in Encino California He has consulted in a wide range of industries and his workplace advice column runs in newspapers across the United States He has authored and coauthored six books and an award winning business film He is a frequent television and talk radio guest who has appeared on Good Morning America CNN NPR and Fox Morning News *Performance Appraisals and Phrases For Dummies* Ken Lloyd, 2009-08-11 The tools you need to enrich the performance appraisal experience as you streamline the process Whether you re a manger looking to implement employee appraisals for the first time concerned with improving the quality and effectiveness of the appraisal process or simply trying to save time and mental anguish Performance Appraisals Phrases For Dummies provides the tools you need to save time and energy while presenting fair and accurate evaluations that foster employee growth This convenient portable package includes a full length appraisal phrasebook featuring over 3 200 spot on phrases and plenty of quick hitting expert tips on making the most out of the process You ll also receive online access to writable customizable sample evaluation forms other timesaving resources Includes more than 3 200 phrases for clear and helpful evaluations Helps make evaluations faster more effective and far less stressful Offers far more advice and coaching than other performance appraisal books Serves as an ideal guide for managers new to the appraisal process With expert advice from Ken Lloyd a nationally recognized consultant and author Performance Appraisals and Phrases For Dummies makes the entire process easier faster and more productive for you and your employees **JERKS AT WORK (EasyRead Edition)** ,1999 Finally a book that honestly identifies and analyzes that prolific workplace species the jerk Organized by situation and topic Jerks at Work presents the answers to at

least 200 jerk related questions from real life readers that were originally published in author Ken Lloyd's syndicated On the Job column. The book is psychologically sound, excruciatingly direct, extremely funny, and above all, actually helpful. Lloyd does a splendid job of covering all the bases and every kind of jerk from the boardroom to the mailroom. Abstract highly recommends this book to everyone because every company has at least one jerk. Office Idiots Ken Lloyd, 2013-07-22. Most books that deal with ridiculous behaviors in the workplace are premised largely on conjecture, anecdotes, and limited data, but that's not the case with Office Idiots. Written by Ken Lloyd, one of the foremost experts on jerks at work, this book relies on data from actual workplaces across America to present a sweeping and frighteningly accurate snapshot of the antics of office idiots. Based on thousands of letters to his newspaper column and Website [jerkSATwork.com](http://jerkSATwork.com), this book spotlights office idiots wherever they exist in an organization, followed by practical advice on what to do and even what to say when you encounter them. In addition to providing a vast array of hands-on and hands-off tools, Office Idiots will also show you how to deal with some of the most off-the-wall and absurd forms of office idiocy. Avoid enabling behaviors that actually bring out office idiocy in others. Make sure you don't become an office idiot. Performance Appraisals & Phrases For Dummies Ken Lloyd, 2024-12-17. The newest steps and strategies to enhance the performance appraisals you provide. Performance Appraisals & Phrases For Dummies shows you how to apply the latest performance appraisal practices and generate positive outcomes for your employees, for your company, and for you. The days of stand-alone annual performance appraisals are drawing to a close. With today's appraisals utilizing quarterly or biannual sessions, continuous feedback with regular two-way communication, collaborative goal setting, career development, and an ongoing forward focus, this approach includes tools to provide impactful feedback and feedforward, recognize and support employee success, avoid the common mistakes related to performance appraisals, and build your coaching skills. Gain a clear understanding of the ways that performance appraisals contribute to individual and organizational success. Provide productive feedback by accessing more than 3,300 phrases. Lead appraisal sessions that resonate with your employees and set the stage for improved performance and career development. By applying the newest steps in performance appraisals, you will literally and figuratively be in an excellent position to build your employees' skills, motivation, performance, satisfaction, and commitment. Seize the Sky: 9 Secrets of Negotiation Power: Student Version Karen S. Walch, Ph.D., 2012-01-01. In Seize the Sky: 9 Secrets of Negotiation Power, Karen S. Walch explores the secrets of power central to your negotiation success. You can immediately enhance the leverage to work with others in order to achieve your goals. You will learn the limits of classic coercive power, practices of manipulation, and deception tactics. In contrast, this mastery guide uncovers the power of understanding, method, which unleashes vital energy, creativity, and stamina to achieve satisfying and lasting results. Hidden Depths Robin Waterfield, 2011-07-22. With wit and verve, Robin Waterfield brings the bizarre story of hypnotism to life. A lively mixture of popular history, science, and psychology, Hidden Depths is the definitive work on hypnosis. From its origins as animal magnetism, as practised by Franz Anton Mesmer, to its

modern day use as a health cure and a form of entertainment hypnosis encompasses many different facets of humanity Always controversial the outlandish claims that its zealous believers make are only matched in intensity by the howls of derision that they provoke from sceptics Hypnotism exists on the periphery of the scientific community much as it has since its inception and Robin Waterfield approaches the issues with an open mind carefully stripping the fact from the fancy and the truth from the myth Vividly written compellingly readable this is a fascinating insight into one of the more esoteric branches of science Hidden Depths is a highly readable wide ranging and informative account of a fascinating topic Observer Fascinating Daily Telegraph     Buying Trances Joe Vitale,2011-01-06 Praise for Buying Trances The genius of Joe Vitale has never shone brighter This thoroughly documented and easy to read book is the first of its kind Vitale gives you the keys to their minds All you have to do is turn the keys They said yes to you long before you said a word and they were begging to buy from you shortly after you uttered your first sentence Buying Trances is an exciting ride to the edge of the mind His finest work to date Kevin Hogan author The Psychology of Persuasion and Covert Hypnosis This book maps marketing s final frontier the customer s mind and exposes the buying trance Frankly this may be the smartest marketing book ever written Dave Lakhani coauthor Persuasion The Art of Getting What You Want As with all of Vitale s books there are magical secrets chucked out like a mad Vegas poker dealer on every page Not only will you learn to put people into buying trances with this book the act of reading it will put you in a trance and force you to master it Mark Joyner 1 bestselling author The Irresistible Offer How to Sell Your Product or Service in 3 Seconds or Less Vitale s expertise in hypnotic marketing combined with his extensive research challenges the reader on many different levels He forces you to delve deeper into the benefits of creating a buying atmosphere and a trance like desire on the part of your prospect I found this an absolutelyfascinating book Joseph Sugarman President BluBlocker Corporation Buying Trances is not your run of the mill marketing book It s an exceptionally well written well thought out high level work that gives the reader unique insights into how to capture a prospect s attention Cutting edge stuff that is a must for every serious marketer to absorb and implement Robert Ringer author To Be or Not to Be Intimidated That Is the Question Vitale s understanding of how and why people think and act like they do is remarkable Byunscrambling complex ideas and explaining them in simple language he reveals how to fashion messages that will turn people into compulsive buyers of our products and services Now we can take control and create the buying trance It s a totally refreshing and very effective approach to hugely profitable sales and marketing Winston Marsh veteran Australian marketer     *Transcend the Chaos* Angel Millar,2025-10-14 Demonstrates daily practices for stress management more effective persuasion and creative problem solving Explores the use of trance and dreams among famous artists philosophers and inventors for making important breakthroughs in highly competitive fields Explores the Six Cs Connection Creativity Craft Culture Character and Consciousness to model integrating a spiritual consciousness into one s life For thoughtful spiritual people to thrive in a fast changing unpredictable and high pressure world they must continue to develop themselves

spiritually while cultivating the qualities and tools necessary for personal and professional growth In Transcend the Chaos Angel Millar provides a unique working model for navigating our world today using Six Cs Connection Creativity Craft Culture Character and Consciousness He explores the use of trance and dreams in the lives of famous artists philosophers and inventors and urges us to look inside to cultivate the imagination and creative thinking needed for modern careers He also teaches persuasion techniques that work in advertising and politics and how to apply them to self talk to replace self defeating sabotaging inner dialogue with powerful positive messages Millar shares exercises to optimize posture breathing and relaxation as well as pathways for emotional control confidence and creativity techniques that can be used not only in times of high pressure but also at home during more quiet moments He offers the tools practices and theory to not only endure the chaos but transcend it *Grapho-Persuasion: Mastering the Pyramid of Persuasion (Confessions of a Marketing Man)* Victor Semo,2011-03-10 A queen has more influence over the king than the senators because she knows his personality Therefore she knows what to say how to say it and how to act when she s persuading him This is a pocket bible for the novice timid and talented professionals to help them to be more influential using Grapho Persuasion It is an innovative method based on years of research which blends together techniques from the sciences of graphology and persuasion for greater emotional impact Know who people truly are and you can move their heart easily like a queen AMONG THE TIPS REVEALED How to understand people s personalities and use this knowledge to persuade them Persuasion is seduction how companies use the same techniques as womanisers to win clients From Martin Luther King jr to Naomie Campbell the secrets to make hypnotic speeches that move an audience Various tools of persuasion easy to carry and deploy in any situation In this insightful book originally a letter to his sister Victor Semo reveals the essential elements to master the art of persuasion Jargon free packed with tried and tested advice get more in business and your personal life I like to know who I am dealing with and this book helps me to reveal what they are hiding from me Fascinating Geoff Burch best selling author and BBC television presenter Savvy persuaders have a new powerful technique in their hands Rintu Basu Best selling author of The Persuasion Skills Black Book **JERKS AT WORK Volume 2 of 2 (EasyRead Super Large 20pt Edition)** ,

*Self-Hypnosis and Subliminal Technology* Eldon Taylor,2023-08-01 This life changing how to guide demystifies self hypnosis and subliminal technology to demonstrate how they are effective tools for your self improvement journey Everybody has some character trait he or she would like to change and there are many techniques available to facilitate these changes Unfortunately many of them are either impractical or expensive or both Most people are somewhat familiar with hypnosis and subliminal technology but are reluctant to use them as serious self help tools In large part this is due to the fact that they ve been mired in mystique urban legend and disinformation The truth is that both self hypnosis and subliminal communication are backed by extensive research that demonstrates their efficacy More important once learned they can be customized for any situation and used almost anytime and anywhere Join Eldon Taylor on your own self improvement

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