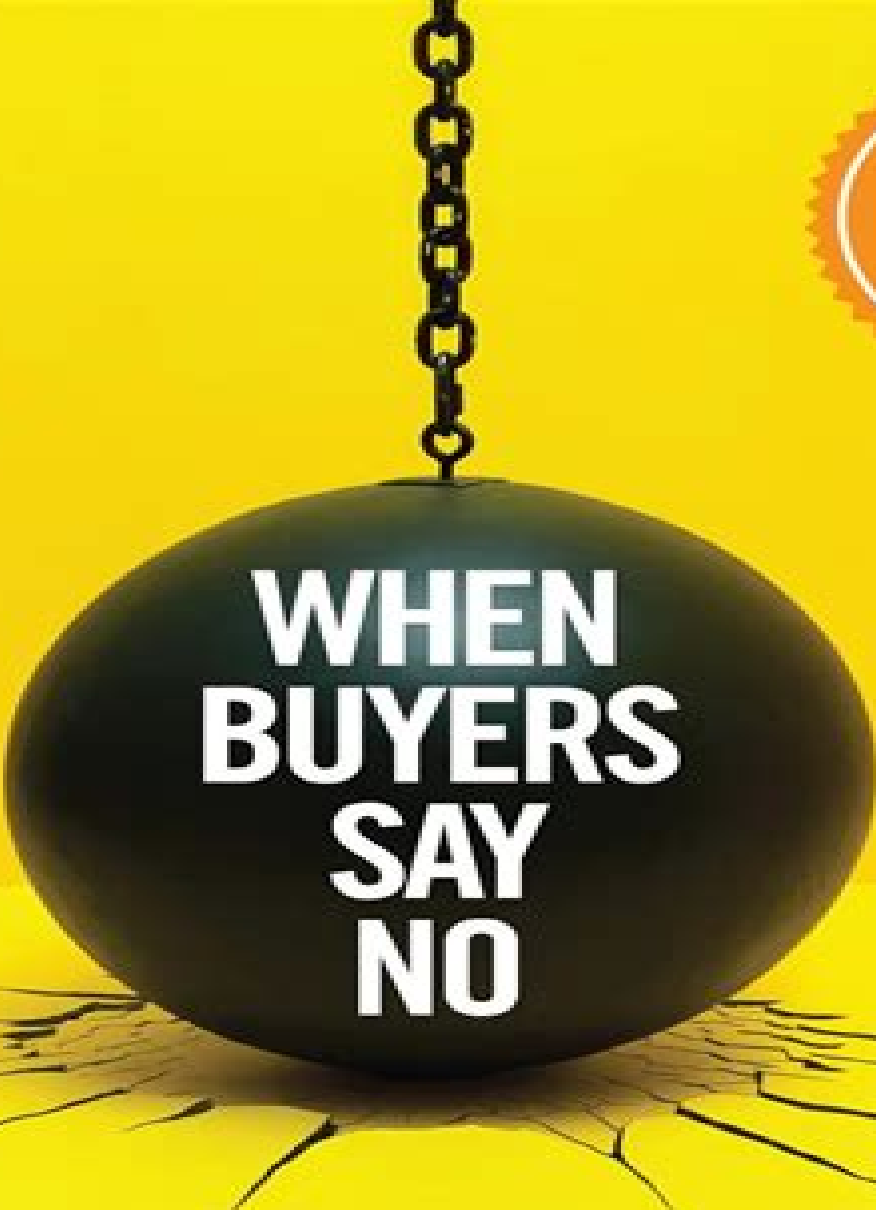


*National
Bestselling
Author of
How to Master
the Art
of Selling*



WHEN BUYERS SAY NO

ESSENTIAL STRATEGIES FOR KEEPING A SALE MOVING FORWARD
TOM HOPKINS and BEN KATT

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When Buyers Say No Essential Strategies For Keeping A Sale Moving Forward

Tom Hopkins, Ben Katt



When Buyers Say No Essential Strategies For Keeping A Sale Moving Forward:

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

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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

can ev **The Mental Edge in Selling** Tom Hopkins, 2015-04-15 Career salesmanship means keeping the mental edge staying one step ahead of your prospects and customers It means anticipating their objections and knowing ahead of time what they want from you There are 5 specific traps that lead to rejection in sales every time no exceptions Knowing these traps and how to avoid them will give you the mental edge in every selling situation When you know the step by step system it becomes possible to quickly and easily lead your prospect from skeptic to happy customer who keeps coming back for more So the question is how do you keep your mental edge consistently avoid rejection and close more sales 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 specific steps and stages that will give you the mental edge and help you close more sales It s the type of sales process that turns ordinary customers into raving fans In this book you ll discover how to Consistently do what you know you should do to keep your mental edge Learn to love the word NoRedefine problems and turn them into opportunitiesImmediately connect with any prospectUnderstand the signals that tell you when a prospect is ready to buyAccess the hidden desires of others and give them permission to act on their dreamsLet veteran million dollar sales professional Tom Hopkins teach you how to hone your mental edge in Sales and come out a winner every time

Sales Closing For Dummies Tom Hopkins, 1998-04-30 Without the close there is no sale Pretty obvious right Yet for many salespeople closing is the most baffling and elusive part of the selling process All too often salespeople meet qualified clients and charm them with an eloquent presentation only to see the sale mysteriously slip from between their fingers in the end Which is sad when you consider all the hard work the prospecting preparation planning and practice done for the sake of a moment of truth that never arrives Fortunately closing is an art that can be mastered and now Sales Closing For Dummies shows you how Packed with powerful principles that can help you become a top producing salesperson Sales Closing For Dummies is the ultimate guide to mastering that most mysterious part of the selling equation Tom Hopkins the legendary sales genius who by age 30 was the nation s leading real estate trainer demystifies closing and shows what it takes to be a champion closer including how to Lead a sale without being pushy Read the signs of an interested potential buyer Use questioning methods that close sales time and again Help clients feel good about their buying decisions Keep your clients business and build their loyalty Build long term relationships and watch your sales grow With the help of dozens of real life examples from a wide cross section of industries Tom shows why professional selling is about communication not coercion And he shares his considerable insight and experience on Verbal and visual buying cues and how to recognize them Choosing the best location for closing Addressing concerns and creating a sense of urgency Time tested tactics and strategies for ending customer procrastination overcoming their fear closing from a distance and more The ten biggest closing mistakes and how to avoid them Add on selling and other ways of getting your clients to help you to build your business Featuring Tom s Hopkins trademark Red Flag key points and situation scripts this

fun easy to understand guide arms you with the hands on tools and techniques you ll need to become a world class closer

How To Sell When Nobody's Buying Dave Lakhani,2009-06-15 The most effective sales strategies for tough economic times Today s selling environment is tough and only getting tougher The old tactics are no longer working and the current economy is only making selling more difficult You need sales tactics and strategies that work now and fast even when no one wants to buy and tactics and strategies that will work even better when they do want to buy How to Sell When Nobody s Buying is a practical effective guide to selling even in the toughest of times This book is packed with new information about creating sales opportunities Most sales strategies taught today are based on outdated information from ten twenty even thirty years ago and they simply don t work today You ll find the tools and information you need to gain confidence create powerful alliances profitable social networks and drive your profits to unprecedented highs Whether you sell business to business or direct to the consumer whether you sell real estate or retail this is the sales guide for you Features effective simple strategies for selling in tough economic times Offers free or low cost prospecting tools that bring in customers by the herd Includes case studies from top salespeople that reveal new ways to bring in customers From sales guru Dave Lakhani author of Persuasion Subliminal Persuasion and The Power of an Hour These days you need all the help you can get to sell effectively If you want to increase your sales and drive your business forward no matter what the economy or your industry does learn How to Sell When Nobody s Buying

The 10 Biggest Sales & Marketing Mistakes Everyone is Making and How to Avoid Them! Tom Hopkins,2015-02-05 Studies show that about 90% of all small businesses fold in five years All too often business owners focus too heavily on products facilities and everything but the sales and marketing process Yet your ability to advertise generate leads and close a high ratio of those leads is the engine that drives growth Ten thousand companies rely on Tom Hopkins to teach them how to avoid sales and marketing mistakes and how to explode profits and create exponential growth Now you can get in on the action too In Tom s eBook titled 10 Biggest Sales and Marketing Mistakes you can forgo years of trial and error and chart your way towards meteoric success starting immediately

Dirty Little Secrets Sharon Drew Morgen,2009-10 What is stopping you from closing all of the sales you deserve to close Hint it s not you not your solution and not the buyer It s the sales model itself Now in this revolutionary book written by the visionary and NYTimes Business Bestseller Selling with Integrity go behind the scenes with the buyer and learn all of the details that go on off line prior to a purchase And learn the 12 dirty little secrets that are part of the sales model that actually prevents buyers from buying Dirty Little Secrets why buyers can t buy and sellers can t sell and what to do about it breaks down the entire buying decision process and offers a complete understanding of how buyers buy the steps they go through the systems issues they must manage internally the types of decisions they must make And learn how the sales model manages merely the last action that buyers take before they adopt a solution Moving beyond her 7 other highly acclaimed books on her revolutionary Buying Facilitation R model her new book goes to the heart of the buying decision with great examples and a

complex case study to teach the model Selling with Integrity reviews Finally a sales paradigm which supports our spiritual values and lays the foundation for the shifts occurring in business today Ken Blanchard coauthor of The One Minute Manager Morgen s Buying Facilitation R is light years ahead of the rest of the field Philip Kotler author of Marketing Management Dirty Little Secrets reviews Because of this book we ll never be able to go back to the old way of selling It teaches us how buying decisions are made missing from the industry until now This book is too big to push under the rug It s crystal clear and easy to understand and necessary for any serious sales professional Jeff Blackwell Founder SalesPractice com This book is a dead on analysis of how buying decisions get made Anne Miller author Metaphorically Selling Sharon Drew has turned traditional sales thinking upside down and has provided a tactical roadmap for sellers to help buyers get the internal buy in necessary to buy Michael Norton Founder CanDoGo com Dirty Little Secrets takes us inside our buyer s decision making process where we discover factors they need to address prior to buying most of them having nothing to do with our solution Jill Konrath author Selling to Big Companies Revealing the secret to how people really buy has been untouched until now Dirty Little Secrets delivers powerful insights and practical thinking that transform not only selling but all forms of decision making Lee J Colan author Sticking to It Having pioneered the new sales paradigm more than two decades ago Sharon Drew is back with a very human accessible and powerful approach Britton Manasco Principal Manasco Marketing Partners This is not a business as usual book but a dramatic change in how we sell Someday Buying Facilitation R will be a natural part of our sales process Reg Nordman Managing Partner Rocket Builders Dirty Little Secrets is a must read for all senior executives Morgen explains why sales fails and provides deep insight into how customers decide Mark Dallmeir CEO The ROBB Group Holdings Sharon Drew s Buying Facilitation R model is the only approach that manages the off line decision making We ve used her process for 10 years and our revenues have grown consistently Dirty Little Secrets should be on the desk of every CEO and sales professional Jack Hubbard CEO St Meyer Hubbard Social entrepreneurs and progressives get uncomfortable about sales techniques and wary of manipulating people Dirty Little Secrets teaches how to serve customers with no persuasion or manipulation how to do good make money and keep integrity intact Gil Friend CEO Natural Logic **The Lost Art of Closing** Anthony Iannarino,2017-08-08 Always be closing Glengarry Glen Ross 1992 Never Be Closing a sales book title 2014 salespeople everywhere 2017 For decades sales managers coaches and authors talked about closing as the most essential most difficult phase of selling They invented pushy tricks for the final ask from the take delivery close to the now or never close But these tactics often alienated customers leading to fads for the soft close or even abandoning the idea of closing altogether It sounded great in theory but the results were often mixed or poor That left a generation of salespeople wondering how they should think about closing and what strategies would lead to the best possible outcomes Anthony Iannarino has a different approach geared to the new technological and social realities of our time In The Lost Art of Closing he proves that the final commitment can actually be one of the easiest parts of the sales process if you ve set it up properly

with other commitments that have to happen long before the close The key is to lead customers through a series of necessary steps designed to prevent a purchase stall Iannarino addressed this in a chapter of *The Only Sales Guide You'll Ever Need* which he thought would be his only book about selling But he discovered so much hunger for guidance about closing that he's back with a new book full of proven tactics and useful examples *The Lost Art of Closing* will help you win customer commitment at ten essential points along the purchase journey For instance you'll discover how to Compete on value not price by securing a Commitment to Invest early in the process Ask for a Commitment to Build Consensus within the client's organization ensuring that your solution has early buy in from all stakeholders Prevent the possibility of the sale falling through at the last minute by proactively securing a Commitment to Resolve Concerns *The Lost Art of Closing* will forever change the way you think about closing and your clients will appreciate your ability to help them achieve real change and real results

Closing a Sale In a Day For Dummies Tom Hopkins, 2012-10-26 Get the know how to close a deal and make your quota in a day *Closing a Sale In A Day For Dummies* outlines the anatomy of a sales closing offers strategies for asking the right questions and gives you invaluable tips for overcoming tough customers The anatomy of a close Questioning and listening strategies No frills closing techniques Overcoming tough customers This e book also links to an online component at dummies.com that extends the topic into step by step tutorials and other beyond the book content *The One Minute Closer* James W. Pickens, 2014-07-02 From the author of *The Art of Closing Any Deal* comes a compact and indispensable handbook that can make any sales closer a master and any master closer a legend

Selling in Tough Times Tom Hopkins, 2010-02-15 Tough Times can be brought on by any number of factors a down economy Mother Nature shifts in customers needs national tragedy the list goes on and on These types of changes can be extremely disruptive even paralyzing when we're not prepared for them While many see no other option than to sit tight and ride things out when crisis strikes true career professionals in selling understand that the only way to deal with adversity is to meet it head on That's why a positive attitude and a proactive approach to problem solving are two of the most essential ingredients for success in selling and why those who embrace them not only to survive but thrive even in the most difficult of circumstances Now in his latest book *Selling in Tough Times* world renowned selling expert Tom Hopkins puts his real world in the trenches experience to work and shares his plan to reverse the momentum of tough times and even capitalize on them With exercises to help you discover previously overlooked opportunities and eliminate waste along with out of the box methods for recruiting new customers and key tips on how to solidify your existing business Hopkins gives you powerful ways to spur sales now and for years to come Learn how to Mine your client list to generate new leads Keep and reward your current customers so that they're loyal for life Reduce the sales resistance that plagues tough times with tactics that overcome consumers fears Woo clients from your competition with 12 new strategies specially tailored for tough times Cycles will come and go but the principles of great selling and those who live by them stand firm Find out how you can achieve your maximum

selling potential whatever the business climate in Selling in Tough Times today **The One Minute Closer** James W. Pickens, 2008-11-17 James W Pickens gives you all the tools you need to win over your prospects and send your sales figures soaring Let one of America's most respected sales educators teach you how to close virtually every sale With his most valuable professional secrets gathered from all over the world you'll discover More than 100 tips including how to close people in specific professions bond with customers connect them to your product and use body language to make your case 65 home run one liners quick closing statements to drive your pitch home 13 seal the deal closes powerful arguments that work their magic in a minute elicit your client's true objections to the sale and persuade him or her to buy your product or service The single most powerful close of all that can convince almost any customer to sign on the dotted line Increase your knowledge of human behavior sharpen your skills and in no time at all become that master salesperson who is THE ONE MINUTE CLOSER

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