

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

Sami Bahri



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

Hopkins, 2015-05-14 Can 17 minutes really change your life If you're using Tom Hopkins Sales Presentation formula for success you'd better believe it Do you know the most crucial most overlooked step that you need to take before setting up any presentation If you're making the same mistake that most salespeople do learning this one technique alone could double your sales No one knows this secret sales solution 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 Using Tom's selling secrets just might turn your life around from defeat to success Learn the formula for successful sales presentations from one of the highest paid salesmen in America Inside these pages you'll discover the key

to unlock The Secrets of Buying This is not a spectator sport How to put champion power in your presentations Ways to finesse that first meeting every time Tactics to qualify your prospects for ultimate quota busting The formula contained inside Your Sales Presentation 17 Minute Formula for Success reveals Tom s personal principles that he developed and perfected through his own experiences in sales No matter what you sell your presentations will be more profitable and more valuable to your company using these exact steps Best of all you will be a boon to your customers when you use and apply the formula for success The real question is can you afford not to make the most out of your 17 minutes Your Sales Presentation 17 Minute Formula for Success is a step by step sales presentation system to take you from Zero to Hero in 17 minutes Each chapter includes precise techniques that will help you master each step in your sales presentation no matter what you re selling The 6-Figure Sales Office Tom Hopkins, 2015-06-11 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

Quota-Busting Prospecting Skills Tom Hopkins, 2015-04-29 Got a quota If you re in sales the answer had better be a resounding Yes Real success comes from reaching beyond what others expect from you you ll miss 100% of the shots you don t take More than any other profession being in sales means you need to know what you re aiming for in order to be successful How do you perfect your prospecting skills and make it fun and profitable 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 There are four precise categories that every prospect falls into Do you know who can use for your product or service Do you know which ones can afford it Ignore these key points and you will struggle Use them correctly and you can write your own ticket to close limitless sales and have fun in the process In sales time is your most valuable commodity and wasting it is a very expensive lesson *Quota Busting Prospecting Skills Strategies to Make Prospecting Fun Profitable* teaches you just how to make the most of your time with a smile Discover which prospects are qualified before you even approach them and stack the deck in your favor In this program you ll learn the secrets to Finding the people to sell to Learning the nuances of Non Referral prospecting Getting others to refer their friends to you Finding fortune and felicity with the phone Using Tom s timeless techniques you can keep your pipeline full and bust all your quotas Now you can build a strong loyal customer base that promises both fun and fortune

SuperStar Selling Paul McCord, 2008-03-01 Superstars are made not born Find your key to becoming a Superstar by doing what the Superstars do *SuperStar Selling 12 Keys to Becoming a Sales SuperStar* takes you step by step through constructing the foundation that will propel you to superstardom You ll learn how to identify your sales strengths and then find the products or services the markets the marketing methods and the selling process that will highlight your selling strengths and minimize your weaknesses Whether you are new to sales or an old pro *SuperStar Selling* will show you how to

create the sales business and income you want Not a book for the casual reader this in depth study is for the salesperson or manager who is serious about a change **How to Master the Art of Selling** Tom Hopkins,2015-05-04 You re in sales Whether you call it persuasion or sharing it all boils down to the same thing Your aim is to get other people to accept you your product or your idea Within these pages are hundreds of ideas for doing just that Not only are the ideas here but the words and phrases that make them work are here as well Tom Hopkins is unique in that he won t teach you any strategy that he hasn t proven to work successfully in real life selling situations One single strategy alone has tripled the sales volume of many readers That s why the book is recognized as a classic 25 years after its first printing This book is written in clear easy to understand language There s no hype or theory here just proven effective how to strategies to help you increase your sales volume immediately Need help in a specific area Check out the detailed index The answers to nearly every concern or objection are literally at your fingertips Save yourself the time it took Tom to master the art of selling It s all wrapped up in these pages for you The Lean Dentist Sami Bahri,2009-05 *How to Master the Art of Selling Financial Services* Tom Hopkins,2016-02-01 Whether you re a financial services expert or novice you understand the business You ve worked hard to gain your product knowledge You watch industry trends But do you know how to talk to clients so they ll listen The Art of Selling Financial Services depends upon the collaboration of listening and understandably communicating to clients Learning how to quickly gain the trust of others get them to like you take your advice and become long term clients is the foundation for every successful business Tom Hopkins has been training in the financial services industry since 1990 and he has developed methods to help you communicate to your clients and you understand what your clients want from you Once you know what clients want you can learn how to provide it Financial services representatives have turned to Tom Hopkins for years for his proven effective professional selling strategies which have helped them learn how to help more of their clients make financial planning decisions How to Master the Art of Selling Financial Services will help you Learn effective ways to talk with clients and calm their fears Ask the right questions to get clients talking about their needs Implement client feedback so that you can provide your best service Increase your sales ratios with closing strategies that make sense to your clients Grow your business with powerful yet simple referral strategies Tom Hopkins methods will teach you how to master the art of selling financial services more effectively and efficiently than ever before **10 Steps to Sales Success** Tim Breithaupt,2003 Selling is a complex process In order to succeed sales professionals need to have not only a healthy self esteem but also a precise proven system to get them confidently through each sales call In Ten Steps to Sales Success sales expert Tim Breithaupt both teaches and inspires providing a treasure trove of practical tools and techniques designed to cover the entire selling process from A to Z The book presents a complete methodology based on the author s Ten Step Model of Sequential Selling comprising Attitudes of Success Time Management Prospecting Building Rapport and Trust Probing and Listening Value Added Solutions Closing Creative Negotiation Action Plans and Follow Up Perfect for both sales

novices and veterans the book includes humorous illustrations to support key points and provides numerous how to examples It is a must read for anyone seeking to move beyond sales survival to sales excellence Radiant After 70 Shirley

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

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 *Official Gazette of the United States Patent and Trademark Office* ,1993

The Book on Private Money Adam J. Davis,2010-03 No Banks No Mortgage Companies No Problem The Book on Private Money is all you need to unlock the power of having private investors fund your deals Real estate investor Adam J Davis leaves no stone unturned in showing you the techniques and methods he has successfully used to buy and sell real estate with private money Filled with practical no nonsense techniques The Book on Private Money will show you The 5 Private Money attraction principles Where to find private investors How to setup private money deals The two types of private money and which one is best How to stay on the right side of the IRS and SEC Whether

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

The Smart Start Up Tom Hopkins, Omar Periu, 2018-07-03 Start and build a high profit business choose exactly the right product for you outsell your competition and put yourself onto the road to riches Brian Tracy New York Times bestselling author The Smart Start Up helps readers start strong and stay strong in the early phases of growing their businesses providing fundamental strategies for beating the odds With this information entrepreneurs will be able to reach the success level of their dreams whether that s to create a legacy for generations or to follow the build and sell it road to success Within these pages Tom Hopkins and Omar Periu delve deeply into the nuances of business ownership both on the practical and emotional side of things They will help readers avoid some of the most common pitfalls entrepreneurs face Readers will learn how to establish a compass they and the rest of their teams can rely on to guide business decisions going forward Topics covered include self analysis as an entrepreneur how to evaluate a business idea how to choose the best structure for a business including working with legal and accounting professionals business communication skills hiring and managing team members prioritization selling skills marketing strategies negotiation skills and how to keep clients happy long term Own this book and you ll have the opportunity to be guided to your own success by two of the best and proven teachers in the business Bob Burg bestselling coauthor of The Go Giver and The Go Giver Influencer Inside the pages of this masterpiece you ll get the formula for success that gives you the winning edge in the hyper competitive marketplace Jeb Blount CEO of Sales Gravy and author of Fanatical Prospecting

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