

THE UNEFAIR ADVANTAGE

**SELL
WITH
NLP!**



**for INSIDE SALES
PROFESSIONALS**

DUANE LAKIN, Ph.D.

The Unfair Advantage Sell With Nlp

Duane Lakin Ph D



The Unfair Advantage Sell With Nlp:

The Unfair Advantage Duane Lakin Ph D, 2012-04 *The Unfair Advantage Sell with NLP* is a book for people who want new skills to influence others who know that all selling is personal and who see the need to sell themselves more effectively It is for people who want to have an advantage in everything that they say write and do It is for YOU if you want to find an edge an advantage in your work life Much of *The Unfair Advantage Sell with NLP* is based on NLP neurolinguistic programming skills But NLP is much more and much less than what is seen in this book The techniques and skills here have been fine tuned by the author for the last 30 years for only one purpose to help sales and marketing professionals be more effective and successful This book will teach you how to sell YOU understand your prospects and lead the sales process The Revised Edition contains two new chapters that were not included in the 2000 edition *Mindsets or Metaprograms and Handling Objections* That is the only major change in the Revised Edition other than format and pricing *The Unfair Advantage* Duane Lakin, 2000 *The Unfair Advantage* is a workshop in a workbook It contains practical ideas and exercises for applying NLP neurolinguistic programming to sales and marketing It includes how to ideas for selling face to face telemarketing direct mail and other real world situations Included are examples of scripts and techniques that have produced proven sales increases in direct sales and in telemarketing It is a theory free collection of techniques based on a workshop that has been presented to CEOs and sales professionals in over 500 companies in North America and England From the Author This book is unique in its emphasis on proven practical techniques It is not a motivation book because successful sales results are all the motivation you need *The Unfair Advantage* began when a client said We want to stop coming in second Help us to learn how to be more persuasive Over a fifteen year period the programme grew into the content you will see in this book Don't buy this book looking for easy answers It still takes practice But everything in *The Unfair Advantage* works and can work for you ***The Unfair Advantage*** Duane Lakin, 2000 *Ten Ways Top Sales Reps Are Different* Duane Lakin, 2015-10-26 Everybody wants to have Top Sales Reps But few managers understand what makes them tick They are different and they need different management attention This book is about Top Sales Reps sales professionals who are consistently top performers In this book you will see what makes a Top Sales Rep different You will also hear about interview tips and management tips to help you find and care for your Top Sales Reps I hope you find the book useful ***Brilliant Persuasion*** Stephen C. Young, 2016-11-24 The full text downloaded to your computer With eBooks you can search for key concepts words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf available as a free download available online and also via the iPad and Android apps Upon purchase you'll gain instant access to this eBook Time limit The eBooks products do not have an expiry date You will continue to access your digital ebook products whilst you have your Bookshelf installed Step by step *Brilliant Persuasion* introduces you to a formidable selection of some of the most powerful persuasion techniques used by the most

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Table of Contents The Unfair Advantage Sell With Nlp

1. Understanding the eBook The Unfair Advantage Sell With Nlp
 - The Rise of Digital Reading The Unfair Advantage Sell With Nlp
 - Advantages of eBooks Over Traditional Books
2. Identifying The Unfair Advantage Sell With Nlp
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an The Unfair Advantage Sell With Nlp
 - User-Friendly Interface
4. Exploring eBook Recommendations from The Unfair Advantage Sell With Nlp
 - Personalized Recommendations
 - The Unfair Advantage Sell With Nlp User Reviews and Ratings
 - The Unfair Advantage Sell With Nlp and Bestseller Lists

5. Accessing The Unfair Advantage Sell With Nlp Free and Paid eBooks
 - The Unfair Advantage Sell With Nlp Public Domain eBooks
 - The Unfair Advantage Sell With Nlp eBook Subscription Services
 - The Unfair Advantage Sell With Nlp Budget-Friendly Options
6. Navigating The Unfair Advantage Sell With Nlp eBook Formats
 - ePub, PDF, MOBI, and More
 - The Unfair Advantage Sell With Nlp Compatibility with Devices
 - The Unfair Advantage Sell With Nlp Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of The Unfair Advantage Sell With Nlp
 - Highlighting and Note-Taking The Unfair Advantage Sell With Nlp
 - Interactive Elements The Unfair Advantage Sell With Nlp
8. Staying Engaged with The Unfair Advantage Sell With Nlp
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers The Unfair Advantage Sell With Nlp
9. Balancing eBooks and Physical Books The Unfair Advantage Sell With Nlp
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection The Unfair Advantage Sell With Nlp
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine The Unfair Advantage Sell With Nlp
 - Setting Reading Goals The Unfair Advantage Sell With Nlp
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of The Unfair Advantage Sell With Nlp
 - Fact-Checking eBook Content of The Unfair Advantage Sell With Nlp
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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