



SUCCESSFUL TELEPHONE SELLING IN THE '90S



Revised Edition of Successful Telephone Selling in the '80s

- *Developing a powerful presentation*
- *Integrating the latest technologies*
 - *Getting through the screener*
 - *Closing with proven techniques*
 - *Overcoming every objection*
- *Projecting a winning telephone image*

***MARTIN D. SHAFIROFF
and ROBERT L. SHOOK***

Successful Telephone Selling In The 90s

Robert L Shook



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Hardball Selling Robert L Shook, 2003-12-01 Straightforward secrets and strategies for salespeople who want to join the winning top 5 percent of the sales force Get your foot in the door Control the sale without manipulation Create a sense of urgency Let the buyer participate Learn the crucial subtleties of an aggressive approach Target the biggest sales Sell abroad And much more For many companies 20 percent of their sales force generates 80 percent of their sales volume In this hands on guide Robert L Shook a master salesman teaches the high pressure strategies that mean the difference between a super seller and a salesperson The methods spelled out in this book describe what it takes to be in the elite 5 percent In *Hardball Selling* Shook inspires all salespeople to dare to be different and master hard selling without browbeating or offending customers Shook spent 17 years in the trenches perfecting his successful strategies Using the four basic principles of hardball selling he guides you through all the steps from getting past the gatekeeper to the single minded tactics necessary to close a sale Shook s *Hardball Selling* is provocative and controversial and filled with wonderful selling tips I highly recommend it to every salesperson

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Confessions of a Stockbroker Andrew A. Lanyi,1992 In an amusing and entertaining style the author confesses to every tactic secret and method that has enabled him and could enable you to make big money Filled with funny and enlightening anecdotes this book shows you the way to find your own blue chips of the future while taking you along on an always facinating and entertaining journey

American Book Publishing Record ,1990

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How to be the Complete Professional Salesperson Robert L. Shook,1994 A bestselling author offers tips strategies and examples from his successes on how to become the best salesperson The psychological and interpersonal aspects of selling are timeless and Shook s very basic advice should be welcomed by a new generation of professional salespersons Booklist

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Table of Contents Successful Telephone Selling In The 90s

1. Understanding the eBook Successful Telephone Selling In The 90s
 - The Rise of Digital Reading Successful Telephone Selling In The 90s
 - Advantages of eBooks Over Traditional Books
2. Identifying Successful Telephone Selling In The 90s
 - 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 Successful Telephone Selling In The 90s
 - User-Friendly Interface

4. Exploring eBook Recommendations from Successful Telephone Selling In The 90s
 - Personalized Recommendations
 - Successful Telephone Selling In The 90s User Reviews and Ratings
 - Successful Telephone Selling In The 90s and Bestseller Lists
5. Accessing Successful Telephone Selling In The 90s Free and Paid eBooks
 - Successful Telephone Selling In The 90s Public Domain eBooks
 - Successful Telephone Selling In The 90s eBook Subscription Services
 - Successful Telephone Selling In The 90s Budget-Friendly Options
6. Navigating Successful Telephone Selling In The 90s eBook Formats
 - ePub, PDF, MOBI, and More
 - Successful Telephone Selling In The 90s Compatibility with Devices
 - Successful Telephone Selling In The 90s Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Successful Telephone Selling In The 90s
 - Highlighting and Note-Taking Successful Telephone Selling In The 90s
 - Interactive Elements Successful Telephone Selling In The 90s
8. Staying Engaged with Successful Telephone Selling In The 90s
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Successful Telephone Selling In The 90s
9. Balancing eBooks and Physical Books Successful Telephone Selling In The 90s
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Successful Telephone Selling In The 90s
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Successful Telephone Selling In The 90s
 - Setting Reading Goals Successful Telephone Selling In The 90s
 - Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of Successful Telephone Selling In The 90s
 - Fact-Checking eBook Content of Successful Telephone Selling In The 90s
 - 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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