

Business Essentials

Successful Telephone Selling

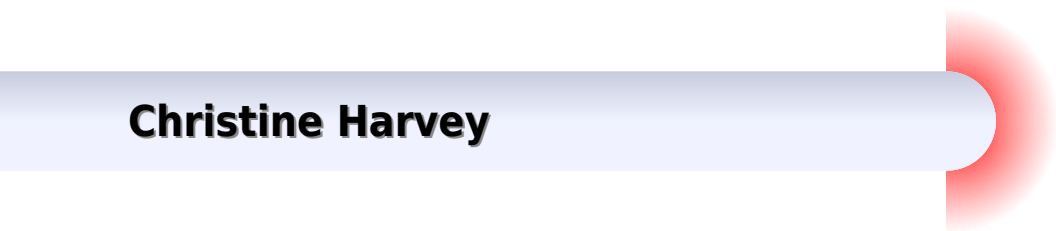
How to make sales
and hit targets
using the telephone



Richard Hession

Succesbful Telephone Selling How To Make Sales And Hit Targets Using The Telephone

Christine Harvey



Succesbful Telephone Selling How To Make Sales And Hit Targets Using The Telephone:

Successful Telephone Selling Richard Hession,2004 This practical handbook prepares call centre workers and anyone who uses the telephone in selling and promotion It explains the 15 principles of selling and provides help on how to deal with problems and difficult calls

Telephone Sales For Dummies Dirk Zeller,2011-02-09 Nearly 100 million Americans one out of three purchase goods and services over the phone each year Telephone Sales For Dummies shows both new and seasoned sales reps from realtors insurance agents to telemarketers how to create pre call plans and effectively prospect via the phone Packed with techniques scripts and dialogues this hands on interactive guide assists readers with making cold calls warm calls and referral calls helping them plan and execute openings to create interesting dialogue ask key questions develop persuasive presentation techniques work within the No Call Law parameters leave effective and enticing voicemails that get results get past screeners and get quality referrals find hot leads and create callback scripts that close the sale

Outbound Telephone Selling Pat Cochrane,1999 This book will enable you to set up an outbound telephone selling operation either from scratch or by retraining customer service staff in the skills of professional selling over the phone Straightforward and practical throughout Pat Cochrane will take you step by step through the management issues that need to be addressed With case studies showing successful best practice from companies like BT Girobank and Doctor Solomon this book will show you how to be proactive in selling your company products and services over the phone

How to Farm Successfully--by Phone Deborah Johnson,Steve Kennedy,1995

Successful Selling In A Week Christine Harvey,2012-03-30 Selling just got easier Good salespeople are in great demand Sales skills are essential in starting any business and successful selling brings with it career progression satisfaction and personal growth that are second to none With this book you ll learn all the components necessary to become not just a good but a great salesperson Whether you re new to sales and want to start out with a bang or a veteran salesperson who wants to maximize results Successful Selling In A Week will be a huge asset to you now and in years to come You ll learn ways to increase the effectiveness of your efforts save time and energy and get the best results possible regardless of your field of sales You ll be able to put together your own system of success just like the people before you from whom these principles are drawn Successful selling means using a structured set of systems that all professional high achievers can learn We will look at each of these steps one day at a time You may be wondering if your personality is right for sales You may think that it s important to be a good talker but it s far more important to be a sincere listener to be able to ask pertinent questions that uncover buying motives and then be able to present the features and benefits of your product or service as they match your customer s needs A person who does all the talking without the right questioning and listening will be wasting time and effort There is in fact no one right personality for sales Most of us can use the skills we ve developed over our lifetime and hone them with the principles of this book to become a top notch if not world class salesperson You ll be able to use the techniques in this book to design sales skills that

work best for you your personality and your industry Sunday Jump start your success formula Monday Develop product and service expertise Tuesday Grasp the buying motives Wednesday Conquer objections turn them to your advantage Thursday Master successful presentations and closings Friday Create action provoking systems Saturday Implement motivation and support systems Sales Pro Success Secrets Brian Lambert, Crisp-T Lambert, Eric Kerkhoff, 2006-10-01 This book will arm you with a solid understanding of what professional selling entails It will explain the various selling environments the way sales teams are organized and provide an explanation of what it takes to succeed Would a Doctor begin operating on a patient without an understanding of the circulatory system digestive system or other important definitions of human anatomy Absolutely not Just as every profession provides an explanation of what it takes to succeed while providing a common language of understanding so too should every new salesperson understand what selling is before you begin to learn how to sell The authors provide a conversational real world explanation of what selling is while sharing important insights one what helped them succeed as top performing sales representatives at Hewlett Packard and Dun Bradstreet and various other selling environments *10 Steps to Successful Sales* Brian Lambert, 2009-12-01 Insights on becoming an effective and efficient trusted advisor There is a difference between being a sales person and a sales professional with 10 Steps to Successful Sales you ll gain the knowledge you need to accelerate revenue manage your organization and leverage the sales process With this fast moving advice packed and actionable guide you ll become the professional that your clients want you to be You ll learn from the best with sage advice from more than 100 top performing sales professionals The book is designed to help anyone who is directly or indirectly responsible for driving revenue It is designed to help you continuously improve despite the complexities of the selling environment From developing a personalized selling system to establishing customer loyalty and trust to understanding the buying process and creating a personal development plan based on world class knowledge and skill this book is a practical easy to use resource Build top line revenue for your organization and develop world class sales habits used by successful sales professionals in multiple industries The 10 Steps to becoming an effective and efficient trusted advisor Step 1 Embrace a Sales Mindset Step 2 Know Your Job and Your Role Step 3 Develop Winning Habits Step 4 Understand the Buying Process Step 5 Leverage the Sales Process Step 6 Create Your Own Personal Selling System Step 7 Accelerate Revenue Step 8 Communicate Effectively Step 9 Manage Your Sales Organization Step 10 Develop World Class Sales Competence *The Secrets of Success in Selling* Nicola Cook, 2012-08-21 Do you want to be an ordinary or extraordinary sales professional These are real secrets Pearls of wisdom learnt through years of successful selling The Secrets of Success in Selling holds the key that will unlock your sales success allowing you to Improve your results Communicate more effectively Build stronger customer relationships Create long term rewards for you your business your team and your clients Divided into 3 Parts it provides a simple step by step approach to improving your selling ability by focusing on yourself your sales skills and your sales strategy This book will ensure that you achieve the maximum results and

make a real difference to your sales performance **Pacific Telephone Magazine** ,1929 *Marketing Professional Services* Michael Roe,2012-10-02 Marketing Professional Services is a uniquely focused incisive and practical introduction to new business planning marketing and selling skills for those in the professional services sector It is for professionals who have to sell to professionals Professionals of all types from accountants and consultants to surveyors and solicitors who have trained in a specific technical skill will understand the power of good clear marketing practice reading this book If you have to sell yourself and your service to clients this book shows you The importance of winning new business in an increasingly competitive deregulated market How to plan for winning new business including a full script for cold calls The techniques skills and resources required in order to achieve your goals focusing on the three P s of Preparation Prospection and Persistence Individual chapters provide you with a basic grounding in separate sales and marketing issues from prospecting and cold canvassing to direct marketing and public relations The book includes sample interactive conversations and provides a constant source of reference for the professional sales person It is based on long experience of training in this sector and is a short practical and appropriate introduction to the key concepts

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