

ROBERT L. SHOOK

The Art of
THE
HARD SELL

Subtle High Pressure Tactics
That Really Work

The Art Of The Hard Sell Subtle High Pressure Tactics That Really Work

Tom Hopkins



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Stop Chasing Clients Forever: Attraction Systems That Sell Naturally

Okechukwu Divine Obioma ,2025-09-12 Endless outreach Cold DMs Proposal after proposal Chasing clients isn t just exhausting it s unsustainable The businesses that thrive aren t the ones running the fastest but the ones that build systems where clients come to them Stop Chasing Clients Forever Attraction Systems That Sell Naturally gives you the roadmap to create consistent demand without constant hustling Instead of scrambling for leads you ll learn how to attract the right buyers with positioning messaging and systems that quietly work in the background Inside you ll discover how to Design an attraction strategy that fits your personality and business model Build trust and credibility so prospects are pre sold before they reach out Turn content referrals and visibility into pipelines that never dry up Eliminate the cycle of feast and famine by creating steady inbound demand Free yourself from chasing so you can focus on serving and scaling This isn t about gimmicks it s about building magnetic systems that align with how buyers actually make decisions When you attract instead of chase sales feel natural opportunities multiply and growth becomes effortless If you re tired of running after clients it s time to flip the script Stop chasing Start attracting Build systems that sell for you

Sell With Confidence And Calmness: Quiet Energy That Converts Stronger

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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

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