

SUBLIMINAL **SELLING** **SKILLS**

Kerry L. Johnson

SUBLIMINAL SELLING SKILLS

Johnson

Subliminal Selling Skills

Kevin Hogan



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Subliminal Selling Skills Kerry L. Johnson, 1988 Explains the concept of neuro linguistic programming demonstrates techniques that can be used to generate rapport with one's clients and tells how to recognize when a prospect is ready to buy

Subliminal Selling Skills Eric Moore, 1998-04-01 **The Street Smart Sales Pro** Arthur Rogen, 2013-09-25 Evaluate the top producers in any sales force and what will you find You'll find salespeople who know how to sell in the real world people who are positive aggressive motivated and savvy people who are confident and think quickly on their feet people who know how to get things done people who are just plain street smart Were these people born this way Absolutely not They learned their skills from doing asking and observing And now thanks to **The Street Smart Sales Pro** these valuable lessons are available to those looking to supercharge their ability to sell While most books on this subject examine the act of selling from an abstract boilerplate perspective **The Street Smart Sales Pro** offers a realistic street smart point of view focusing on real people in real situations It covers every aspect of selling from highlighting the essential qualities that make up the truly triumphant salesperson to providing hundreds of practical tips insights and tactics needed to make that initial contact and successfully close the deal Motivational stories of actual salesmen and saleswomen who went for the gold and achieved it provide further inspiration throughout this book Although designed for men and women who sell products and services this book can also benefit those who have to sell themselves in other situations No matter how difficult the challenge ahead or how many doors have been closed to you in the past knowing how to be a true street smart salesperson will allow you to see the world differently a world that is filled with opportunities All you need is someone to show you how and you will not find a better teacher than **The Street Smart Sales Pro** **Secrets of Closing Sales** Charles B. Roth, Roy Alexander, 1997-10-01

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Mastering the Game Kerry L. Johnson,1988

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