



The Business Owner's
Step-by-Step Guide to Selling



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- ▶ Understand and apply powerful and profitable sales techniques for your business.
- ▶ Discover the five simple steps to lucrative sales.
- ▶ Learn where to prospect for new sales and how to close a deal quickly.

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Sales for the Self-employed Martin Edic, 1997 When you are self employed you are the business Because your success is often based on your relationships with clients suppliers and the community sales skills are essential However many self employed people are not secure or comfortable with their selling abilities In *Sales for the Self Employed* author Martin Edic reveals to readers his six step action process that ensures every sale Writing from his own experience as a small business owner Edic explains that many people dislike sales because of a general misunderstanding about what sales really is Selling is not talking people into things they don't want says Edic selling is offering them solutions to problems they face and making it easy for them to acquire these solutions Edic includes information about prospecting customer profiling telephone sales follow up and improving your product Other chapters include First Contact Fear and Rejection Your Sales Plan Negotiation Divided into three sections *Sales for the Self Employed* is a sales instruction guide for both the non sales professional and the professional with substantial sales experience About the Author Martin Edic is a marketing consultant with sixteen years of sales experience His previous book *Marketing for the Self Employed* a companion to this book is also from Prima

Sell or Sink: Strategies, Tactics and Tools Every Business Leader Must Know to Stay Afloat! Michael D. Krause, 2011-03-11 *Sell or Sink* delivers the sales coaching and professional advice you need to keep your business afloat Business leaders and sales executives need sales sense the ability to understand and apply consistent reliable sales growth strategies to attain solid results *Sell or Sink* explains a key strategy and then provides structured questions and actions to help you apply the strategy to your own organization Each strategy is short and direct so you can move through them quickly while extracting value developing insight about your organization and providing meaningful information that you can implement right away At the end of each chapter diagnostics questions help you apply the foregoing strategies to your own organization The diagnostics reveal what you need to put your organizations sales team and their results on a sustainable healthy upward trajectory The purpose here is to help you to think constructively about your sales organization what it is presently and what it can become in the future Michael Krause wrote *Sell or Sink* to give you the basics of selling then show you how to put the lessons to work to achieve your organizations sales goals Without a basic understanding of selling strategies you won't sell productively and ultimately you and your organization will sink With a committed focus on these important areas of business basics and adherence to Krauses plan any company can turn the tide of weak sales and loss of market share in their core line of business

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Marketing for the Self-employed Martin Edic, 1997 If you reach more customers you reap more profits But how can you do this effectively when you run your own show Teaching entrepreneurs how to develop ongoing marketing strategies is the focus of **Marketing for the Self Employed** Author Martin Edic a successful self employed small business owner for over sixteen years writes from his own experience when he advises that the most important aspect of marketing is a marketing attitude Readers will learn all about this and much more including Setting goals Creating a marketing plan Producing effective materials Selling yourself Time management This book is organized into three main sections that are designed to guide the small business owner to marketing success Sections one and two show business owners how to develop their marketing plan and how to best utilize the tools of the trade Section three covers the issues of time and money including such topics as competition and pricing profits and profit centers and follow up and referral Whether consultant painter editor or mechanic this simple straightforward and easy to follow guide will enable any business owner to make sound marketing decisions from the very beginning About the Author Martin Edic is a marketing consultant and small business owner with sixteen years of marketing experience He is the author of **Small Business Toolkit Sales for the Self Employed** the companion to this book also from Prima

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