

*How to get the "slight edge" on your prospects that makes them **AUTOMATICALLY** want to buy from you!*

The POWER of POSITIVE INTIMIDATION IN SELLING

by Dave Johnson

*Here is an amazing way to "reprogram" your prospects' thinking so that they will actually be **EAGER** to do business with you—a startling technique that "sets up" people for your sales message and gives it the impact of a ton of dynamite!*

The Power Of Positive Intimidation In Selling

Tyler Gregory Hicks



The Power Of Positive Intimidation In Selling:

The Power of Positive Intimidation in Selling Dave Johnson,1980-01-01 Salesman s guide to generating new sales and positively affecting customers through a program of applied problem solving includes tips on dynamic selling and increasing self esteem *The Mastery of the Sale: Gaining Customers, Winning Trust* Pasquale De Marco,2025-04-25 In a competitive business landscape where customers are bombarded with marketing messages and sales pitches it s more important than ever for salespeople to stand out and make a positive impact This book introduces a powerful approach to selling called positive intimidation which combines persuasion empathy and ethical practices to drive sales success Drawing inspiration from real world examples and insights from industry experts this book provides a comprehensive guide to mastering positive intimidation in selling Readers will learn how to cultivate a positive sales mindset understand customer needs and motivations and communicate effectively to persuade and build relationships The book also covers ethical and sustainable sales practices the art of negotiation and the importance of adapting to changing sales environments Whether you are a seasoned salesperson looking to elevate your skills or a newcomer to the profession eager to make a mark this book provides a wealth of practical insights and actionable strategies to help you achieve sales success By embracing the principles of positive intimidation you can positively impact customers lives build lasting relationships and drive exceptional results for your organization Key features of the book include A step by step guide to cultivating a positive sales mindset Techniques for understanding customer needs and motivations Strategies for effective communication and persuasion Ethical and sustainable sales practices The art of negotiation and reaching mutually beneficial agreements Adapting to changing sales environments and emerging trends If you re ready to take your sales career to the next level this book is your essential guide to mastering the art of positive intimidation in selling Unlock your potential earn customer loyalty and propel your career to new heights If you like this book write a review on google books *Lloyd Purves on Closing Sales* Lloyd Purves,1980-08 **Marketing Information** Jac L. Goldstucker,1982 *Words on Cassette, 2002* R R Bowker Publishing,2002 **How to Make a Quick Fortune** Tyler Gregory Hicks,1977-05 *On Cassette* ,1990 **AB Bookman's Weekly** ,1991 **The Publishers' Trade List Annual** ,1981 **Books Out Loud** ,2007

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