

# STOP WHINING! START SELLING!

Profit-Producing  
Strategies for  
Explosive  
Sales Results

JEFF BLACKMAN

# Stop Whining Start Selling Profit Producing Strategies For Explosive Sales Results

**Mark Shaughnessy**



## **Stop Whining Start Selling Profit Producing Strategies For Explosive Sales Results:**

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keep their profits Richard Strauss President Strauss Radio Strategies Inc Honesty Sells is not just a book for salespeople As a public relations professional Gaffney and Francis s solid principles and coaching have helped me to develop and maintain relationships that are key to the success of my business Avery Mann Director of Media Public Relations FOX TV s America s Most Wanted Literally thirty minutes after absorbing their sales advice I was on the phone applying concepts and strategies that enabled me to effectively move forward a deal accounting for 57 percent of my quota for the entire sales quarter Here s the best part this was during my first month on the job Raj Shahani Yahoo Thank you so much for the inspiration Your selling techniques were just the shot in the arm that this old veteran really needed I have four new clients in just a week s time Hip hip hooray Nancy Daniels Regional Director HelmsBriscoe A top notch sales pro who knows how to make progress in a difficult market Bad economy Government sales Makes no difference the job gets done Paul Lemberg Lemberg and Associates In addition to the practical and proven tips and techniques this advice is based on extensive sales research and investigation with respect to what produces results All the out of the box suggestions are attention getting but also get results Janet Armstrong Director Management Consulting Ajilon Consulting      *Sales / Money / Marketing Ace*

Mccloud,2016-11-18 Are you tired of low sales and small paychecks Want to make more money Would you like big profits from your marketing 3 Books in 1 An unbeatable combination of the best sales strategies incredible ways to make money and brilliant marketing tactics Whether you want to 1 discover the world s best sales techniques 2 learn how to easily make more money or 3 become a pro marketer this book will teach you everything you need to know Become a star closer and start making some real money Sales can be fun Instead of selling you ll find ways to connect with your customers on their level and give them what they want Leave outmoded methods behind and learn to tap into your customers deepest desires Grasp the keys to dissolving sales resistance so you can hear that sweet Yes What Will You Discover About Sales How to utilize trends to your advantage How to ask the right questions to get the right results How to utilize social media marketing to increase your sales How to use body language and mirroring to maximize your sales potential How to establish a trusting and lasting relationships with your customers How to market your product for maximum effectiveness How to turn rejection into reward how to develop a sales plan that gets results How to easily close more sales Get the money you deserve Overcome common barriers to financial success and maximize the money you have Discover practical ideas strategies and lifestyle choices you can easily apply to bring more money into your life What Will You Discover About Money How to wire your brain for financial success The best habits for increasing wealth The best ways to grow your income Money making strategies used by the best in the world How to set financial goals the right way Money making business ideas Smart ways to invest your money How to stay motivated to bring your money making ideas to fruition How to create a money making action plan that works Get stellar results from your marketing efforts Profit from more than 100 powerful tactics ideas and strategies for successful marketing Discover how big companies successfully brand and market their products then apply their strategies to

your own business What Will You Learn About Marketing The best marketing strategies that give great results How to utilize social media to promote yourself and make money The best ways to promote your business How to identify and target your ideal customers The most effective ways to advertise your business Step by step instructions for building your own personalized marketing strategy plan Sales strategies for capitalizing on your marketing success The primary key to successful branding Marketing strategies used by the best in the world to dominate Increase your sales make more money and master marketing Be the star closer and start making some real money Buy It Now      *The Secrets of Power Selling* Kelley Robertson, 2010-02-18 Praise for The Secrets of Power Selling Finally a book that really does Keep It Simple The Secrets of Power Selling is for anyone just starting their sales career as well as for seasoned sales professionals who are always looking to improve their skills This is the reference guide for what it takes to have a successful sales career With the changes happening in the workforce our ability to sell ourselves becomes more and more important Kelley has given us a tool to give us that edge Deane Parkes CEO Preferred Nutrition If you re a business professional The Secrets of Power Selling is a must read The most powerful aspect of this book is that it distills over 17 years of successful sales and business experience into bite sized chunks of powerful advice that you can read in short time frames I give it my five star rating David Frey Author The Small Business Marketing Bible Wow 101 no B S ideas any sales person can use immediately to produce results Each one is a gem I wish the people who sell for me did all these Michael Hepworth President Results Exchange Inc It s competitive out there and there s a lot expected of you in terms of results But sales calls can be stressful closing sales is not always easy and hitting your sales targets month after month is difficult and frustrating You don t get much formal training and it s impossible to find the time to improve your sales skills yourself Besides where would you even begin Start with The Secrets of Power Selling Its 101 quick tips are packed with great stories and practical advice that you can immediately put into action to help improve your sales results Tips range from A to Z okay A to W on topics such as planning setting goals maintaining your health developing your confidence using free offers effectively the importance of your personal appearance and much much more Whether you are new to selling an experienced veteran a business owner or entrepreneur or a sales manager training supervising and coaching a team you will learn valuable tips that will help you increase your sales and earn more money      **How To Sell When Nobody's Buying** Dave Lakhani, 2009-06-09 The most effective sales strategies for tough economic times Today s selling environment is tough and only getting tougher The old tactics are no longer working and the current economy is only making selling more difficult You need sales tactics and strategies that work now and fast even when no one wants to buy and tactics and strategies that will work even better when they do want to buy How to Sell When Nobody s Buying is a practical effective guide to selling even in the toughest of times This book is packed with new information about creating sales opportunities Most sales strategies taught today are based on outdated information from ten twenty even thirty years ago and they simply don t work today You ll find the tools and information you need to gain

confidence create powerful alliances profitable social networks and drive your profits to unprecedented highs Whether you sell business to business or direct to the consumer whether you sell real estate or retail this is the sales guide for you Features effective simple strategies for selling in tough economic times Offers free or low cost prospecting tools that bring in customers by the herd Includes case studies from top salespeople that reveal new ways to bring in customers From sales guru Dave Lakhani author of Persuasion Subliminal Persuasion and The Power of an Hour These days you need all the help you can get to sell effectively If you want to increase your sales and drive your business forward no matter what the economy or your industry does learn How to Sell When Nobody's Buying *Igniting Explosive Sales Growth* Ryan B Bearden, 2023-06-07 Are you frustrated by poor sales figures Ready to fire up your company with exponential growth Look no further In this game changing book *Igniting Explosive Sales Growth* you'll uncover the keys to achieving unmatched success in the world of sales How do I know Well five short years ago I was dead broke I'd just begun my company from a leased bedroom With little more than 50 and an outdated PC that my girlfriend got me I was anxiously hunting for customers and almost begging individuals to talk with me Fast forward to the present I have 100 000 clients in 83 countries and have made 1.33 billion in sales utilizing the selling system provided in this book This is unlike any business book you've read There is no fluff Just hard hitting tactics you can utilize right away to drastically improve revenue for your organization Here's only a snippet of everything you'll discover The one greatest approach to obtaining extremely lucrative dream clients How to employ the Godfather Strategy to develop offers that almost force your prospects to purchase Where to discover the greatest customers and hyperactive purchasers in your market How anyone even a newbie can develop world class Google and Facebook ads How to identify massive new starving crowds of prospects that spend like sailors on leave A hidden case study on how 1 ad brought in 3 million leads How to sneak into the head of your dream customer and receive super targeted marketing information to pump up your offers on steroids And much more This book provides you with a detailed step by step blueprint of the most effective sales and marketing strategy ever implemented in any sector It's straightforward and quick to apply It has 8 steps It may be used for any company in any sector selling anything And is genuinely unlike anything you've ever seen or heard of before Grab a copy now and apply this strategy to obtain as many clients customers and sales as you can possibly manage *More Sales, Less Time* Jill Konrath, 2016-12-06 I felt like time was taunting me Behind again You'll never get it all done I worked harder and longer hours sacrificing my limited personal time to stay ahead of the game Still it wasn't sufficient My work just kept expanding demanding more of me I could never seem to call it a day In my entire career I'd never faced a sales problem of this magnitude Sound familiar If so you're probably an overwhelmed seller Your clients expect more with faster turnarounds Your quota keeps going up You need to leverage social media keep up to date on your industry figure out how to sell new products and services and learn all the latest technologies The demands are never ending You could work nonstop around the clock and still not get it all done It's a huge problem faced by experienced sales pros

busy entrepreneurs and sales rookies If you don't stay on top of your time it's tough to make your numbers let alone blow them away Konrath a globally recognized sales consultant and speaker knew she needed help but found that advice aimed at typical workers didn't work for her or for others who needed to sell for a living Salespeople need their own productivity guidelines adapted to the fast paced always on sales world So Konrath experimented relentlessly to discover the best time savers and sales hacks in order to deliver the first productivity guide specifically for sales success In *More Sales Less Time* Konrath blends cutting edge behavioral research with her own deep knowledge of sales to teach you how to succeed in this age of distraction You'll discover how to Reclaim a minimum of one hour per day by eliminating major time sucks and changing the way you tackle e mail and social media Free up time to focus on activities that have the highest impact on your sales results such as preparing researching strategizing and connecting with customers Optimize your sales processes to eliminate redundancies and wasted time Transform your mind set to effortlessly incorporate new more productive habits leverage your best brainpower and stay at the top of your sales game Konrath helps you develop strategies specifically tailored to your life in sales using your strengths to cut through the feeling of being overwhelmed All salespeople have the same number of hours in a day it's up to you to rescue your time to sell smarter

*Selling Sucks* Frank J. Rumbauskas, Jr., 2008-03-31 Praise for *Selling Sucks* Whew A terrific new book that blows the lid off the old school methods of selling which don't work anymore and shows you how to make sales almost like magic I love this book Joe Vitale author of *The Attractor Factor* and many other books I love to buy so I'm going to give every salesperson I know a copy of this book Maybe they'll finally stop the old school hard sell shtick that compels me and everyone else not to buy Michael Port bestselling author of *Book Yourself Solid* Selling sucks but making sales doesn't Read Frank's book to learn the crucial difference that will almost certainly mean success or failure for your business in the new era of commerce Mark Joyner bestselling author of *Simpleology* [www simpleology com](http://www.simpleology.com) Ready to join the ranks of the top sales pros Buy *Selling Sucks* Apply its lessons Then watch your results go through the roof Randy Pennington author of *Results Rule* Rumbauskas has the ability to overcome the obvious and allow his readers to look at sales in a new dimension While many people focus on sales tricks Rumbauskas shows in great detail how to get your prospects to buy because they come to you informed and trustful of you before you even say hello He's one of those guys I listen to every time he speaks He speaks out of tested methods and not opinion Prior to marketing online I spent fourteen years running some of the largest automobile dealerships in the USA This is one book I would make recommended reading for every person who wants to become an elite sales professional *Selling Sucks* is a money making winner Mike Filsaime MikeFLive.com *Selling Sucks* is a must read for any entrepreneur who wants to run a high profit high integrity business Rumbauskas's advice is inspiring clear and more importantly easy to implement It's honestly one of the best how to self marketing books on the market Get this book now if you're serious about exploding your sales and making more money Marie Forleo author and Fox News Online Life Coach [www thegoodlife inc com](http://www.thegoodlifeinc.com) Rumbauskas

has written an indispensable guide to moving from an average salesperson to a top sales pro This is a must read for anyone serious about their sales career Paul McCord author of Creating a Million Dollar a Year Sales Income **Stop Whining and Start Selling** David Michael Pena, Weerachon Keodesant, 2014-08-01 This is a book about direct selling and sometimes in the world of selling when we are not having the success we want we tend to start making excuses and if there is one thing I've learned from being in sales my whole life it's that excuses only satisfy those who make them You see we play what I call the blame game instead of taking responsibility for our actions we play the blame game but there is only one person to blame and that's the person staring you in the mirror So these are some tools you can use so that you will not make the same mistakes most people make and find themselves out of the selling game and unsuccessful **Sales Secrets** Mark

Shaughnessy, 2004-02 Sales professionals are seeking new ways to increase their sales and their income Organizations are striving for top line revenue and greater profits Sales Secrets is the solution Most companies suffer from one problem lack of sales A study by Dun Bradstreet reported that the biggest difference between successful and unsuccessful companies was one attribute successful companies sold more than unsuccessful ones Nothing happens until a sale is made is truer now than it has ever been Some sales people blame the economy while others sell regardless of economic conditions Sales Secrets enables companies to avoid downsizing expand their business and improve their profitability Using the techniques inside growing revenue rather than cutting expenses will become a reality in spite of the economy Author Mark Shaughnessy imparts reference materials designed to provide sales people with all of the tools and resources needed to fully develop and maximize their sales potential These secrets represent the best techniques and ideas available in the market today Sales Secrets is a comprehensive answer to help sales people and companies dramatically increase their revenue Upon adopting these techniques companies and their sales professionals will experience an immediate increase in their sales results

**High Performance Selling** Terry Beck, 2004 *Shut Up! Stop Talking and Start Making Money* Dave Warawa, 2014-08 Have you been led to believe that sales success is about learning killer closing techniques and being the master of selling anything to anyone It isn't If you want to drive mega long term sales get buckets of repeat business and referrals and be the top producer in your company SHUT UP Stop Talking and Start Making Money will fast track your success You don't have to be the best presenter or stunning public speaker Your customers don't care what car you drive and designer clothes you own Decision makers want to deal with Salespeople have learned to SHUT UP and stop selling them something they don't want to buy They want to engage with Salespeople who get it In this book you will learn The Five Success Skills of Professional Salespeople in B2B Business to Business selling and B2C Business to Consumer selling Ask Great Questions Get great answers to find the true needs of your client Actively Listen SHUT UP and hear what your customer is telling you Paraphrase Capture the meaning of what was said and confirm the message Summarize the Customer's Full Needs The master paraphrase Project a Positive Personality Have fun and enjoy the process Sales success is not rocket science Stop closing



your customers and start connecting with them Too many Salespeople blow a sale by focusing on their commission bonus and ego They rush the sales process to prove to their Sales Manager that they are filling their sales funnel with the required activity level in cold calls appointments and presentations The quality of your client engagements will make the biggest difference in your ability to be the Salesperson that clients want to do business with repeatedly Are you are tired of clients who say maybe to only find them running away from your efforts to get a final decision Are too many customers asking you to send them an email versus booking an appointment with you Do your clients use a cheap competitor to beat you up on price and put the boots to you SHUT UP Stop Talking and Start Making Money will teach you how to lose fast with the wrong customers and win with the right ones by engaging with decision makers that meet your ideal customer profile and close themselves You will learn to get rid of customer objections by countering them before they even enter your client s mind Read the reviews from actual Salespeople who have seen great sales results from this book and its Five Star Reviews SHUT UP Stop Talking and Start Making Money is a practical guide of proven consultative sales techniques to generate sales through trust needs analysis and the use of social media for inbound marketing The greatest skill in Professional Sales is the ability to listen not talk If you truly believe that allow this book to give you the tools to gain confidence and develop your natural abilities SHUT UP Stop Talking and Start Making Money is based on the 30 years of practical experience of the author Dave Warawa SHUT UP Stop Talking and Start Making Money also has a complete Social Media Guide for Professional Salespeople Start using Facebook Google LinkedIn Twitter YouTube and Blogging to drive inbound marketing It s short easy to read chapters are great for experienced sales veterans looking to reach out to new ways to grow business as well as new Professional Salespeople looking to build a lifetime career in the industry Stop trying to be successful in sales and start reaching the achievement levels of the top producers today Profit Powerplay: Executing Sales Strategies for Explosive Growth Johnie Parsons, Packed with valuable insights and practical tips this comprehensive guide showcases proven techniques that unlock the potential for exponential business growth With an emphasis on precise execution this book empowers sales professionals and entrepreneurs to transform their approach harnessing the power of tailored strategies to maximize profitability Whether you re a seasoned sales veteran or a budding business mogul Profit Powerplay equips you with the indispensable tools to attain unparalleled success and endeavor on an upward trajectory of thriving sales performance Get ready to master the game and propel your business to new levels of prosperity the power to succeed is at your fingertips Critical Selling Nick Kane, Justin Zappulla, 2015-09-27 Master these top performing sales skills to dominate the marketplace Critical Selling is a dynamic and powerful guide for transforming your sales approach and outperforming your competition This book is based on Janek Performance Group s an award winning sales performance company most popular sales training program Critical Selling Let authors Justin Zappulla and Nick Kane Managing Partners at Janek lead you through their flagship sales training methodology to provide you with the strategies skills and best

practices you need to accelerate the sales process and close more deals From the initial contact to closing the deal this book details the winning strategies and skills that have supercharged the sales force of program alumni like OptumHealth Santander Bank Daimler Trucks California Casualty and many more Concrete actionable steps show you how to plan a productive sales call identify customer needs differentiate yourself from the competition and wrap up the sale You ll also learn proven techniques for building rapport overcoming objections dealing with price pressures and handling the million little things that can derail an otherwise positive sales interaction Sales are the lifeblood of your company Are they meeting your expectations What if you could exceed projected sales figures and blow your competition out of the water This book provides the research based framework to ignite your sales team and excite your customer base for sustainable success in today s market Let Critical Selling show you how to Connect with customers on a deeper level to build trust Present a persuasive and value based solution tailored to your customer s needs Handle pricing pressure doubt and objections with confidence Utilize proven methodologies that help you close the sale Sales is about so much more than exchanging goods or services for cash It s about relationships it s about outperforming the competition it s about demonstrating real value and it s about understanding and solving people s problems Critical Selling shows you how to bring it all together using proven techniques based on real sales performance research

**Lead, Sell, or Get Out of the Way** Ron Karr, 2009-04-03 Praise for Lead Sell or Get Out of the Way Karr s book Lead Sell or Get Out of the Way illustrates what we believe that knowing your customers needs is the single most important factor in building sales Business starts with the sale To make profitable sales you need to understand your customer and create a timely value proposition This book shows you how to do both Larry Kellner Chairman and CEO Continental Airlines As CEO and Chairman of the Board of three publicly traded companies I felt that Karr s strategies in Lead Sell or Get Out of the Way absolutely provided the powerful results he predicted In one case we completely eliminated a competitor who posed a strategic threat I guess you can say they got out of the way Karr will show you what is required and how to be a top producer in your market This book is a must read James T Treace President and Managing Member J A Group LLC former chairman of the board Wright Medical Inc and Kyphon Inc Karr captures a lifetime of winning strategies and experiences and puts them in a practical context for sales leaders and sellers This book challenges many of the older paradigms of selling and emphasizes the importance of keeping the focus on the customers and providing positive outcomes In today s challenging market conditions where the primary focus is on market share this is a must read Barry S Goldstein Senior Vice President Global Sales Strategy Operations Starwood Hotels Resorts Worldwide Inc Karr s book clearly identifies what it takes to be a highly effective sales leader The principles in Karr s book are concise and illuminating Follow his system and your sales organization will succeed in any market An absolute must read Mike Beaudry Division President United Natural Foods Inc UNFI Karr does it again Lead Sell or Get Out of the Way gives you the ultimate approach to giving added value to customers and creating value for yourself The seven traits are what s needed in today s

world and this book is an outstanding guide to becoming proficient in all of them David Preng Preng Associates The Global Energy Search Leader

**Sell and Be Rich: Learn How to Become Abundant and Wealthy by Selling Study Guide Included** Changarampatt Manoj, 2018-09-28 Every entrepreneur is also a salesman and working in sales means constantly learning and relearning how to be successful You have control over your abundance which can mean you either continue to gain and build your accomplishments or you flounder in indecision and bad strategies Whether you are a life long salesperson new to a career in sales or own a business in need of a lift in sales this guide will give you the what to do as well as the how to do it of making your job work for you As a twenty one year old newcomer to sales author Changarampatt Manoj wished someone could hand him an all inclusive handbook to making money through selling After years finding the keys to success himself he has compiled everything he knows into Sell and Be Rich This guide will give you the fundamentals of successful practice Getting to the Magic Moment Starting to sell Handling influencers and supporters Understanding turnover credits and margins Creating targets Building your Account plan Identifying your soft skills Each chapter includes assignments designed to reinforce the lesson and build true understanding This is not simply a book of buzzwords but a true workbook for you to start implementing right away Sell and Be Rich has all of the tips resources and advice you need to find your own path to success You are born a Super Sales Man If you are stuck in a myriad of sales processes and fear of the unknown this book is for you Let us Sell and Be Rich

*The 48 Laws of Selling* Femi JOSHUA, 2020-06-09 One of the major concerns of many organizations and business owners in the 21st century dynamic and competitive market is how to sell their products or services in the new Economy and consequently increase their revenue Unequivocally selling is an essential conduct pipe of every successful organization as no tangible growth happens in an organization without sales This fact affirms the reason many companies are fast going into oblivion especially as a result of COVID 19 because sales are the reason businesses exist The 48 Laws of Selling will equip you with irrefutable knowledge needed to move from little or no sales to repeated bigger sales scale your selling strategies and build revenue that fuels long term growth Besides the content will equip you with the contemporary skills required to win new customers consistently upsell existing ones and see predictable exponential growth in your sales activities and company The book is a compilation of the insights acquired by the author from over thirty 30 Sales and Marketing as an addendum to over a decade of practical sales experience with multinationals In addition the 48 Laws of Selling demystifies the science of selling in the 21st century and provides a simple framework that will help you upsell in anything and regain your competitive edge and relevance in the sales market as a salesperson or company The book in your hand is the exact answer to your unanswered sales questions

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