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Tested Sentences that Sell

Elmer Louis Wheeler

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Tested Sentences That Sell

Dr. Robert C. Worstell, Elmer Wheeler



Tested Sentences That Sell:

Tested Sentences that Sell Elmer Wheeler, 2018-12-01 This book describes the simple but effective methods that Elmer Wheeler has used in making two sales grow where only one grew before The author is sales consultant for scores of prominent firms He has tested thousands of word combinations and selling points on millions of customers at the point of sale He knows the selling points and techniques that will achieve results He knows the ones that will fail The author shows you how the slight twist of a phrase may make a difference between success and failure in selling a product He shows you how to go about building up your own selling sentences your own sales presentations and how to test them on the customer You will find this book intensely interesting and practical for the author has filled it with stories of actual sales campaigns that have been built upon the use of tested sentences The ideas in this book are making money for some of the best known concerns in the country They should make money for you **Tested Sentences that Sell** Elmer Wheeler, 1944

Sizzlemanship: New Tested Selling Sentences Elmer Wheeler, 2016-10-21 More Than 2 000 Successful Selling Pitches to Command Instant Attention and Buying Action From the man who sold the sizzle instead of the steak whose best selling books have made history both in selling and in publishing here are the many new practical applications of his magic formula that make people buy No matter what product or service you sell regardless of whether you sell over the counter through salespeople on the road direct or through dealers you will find Elmer Wheeler s Sizzle Selling methods readily adaptable for your specific needs This completely updated book is packed from cover to cover with scores of brilliant ideas that will show you how to discover the hidden sizzle in whatever you have to sell Here you will find the actual sizzles that have produced phenomenal sales for scores of large and small organizations *Tested Selling Sentences (the Language of the Brain)* Elmer Wheeler, 1932 **The Giants of Sales** Tom Sant, 2006 If you re weary of fads one size fits all methods or missives from self styled gurus this is the sales book you ve been waiting for Packed with colourful historical detail and insights into the secrets of sales success The Giants of Sales examines the key innovations and lasting impact of the four greatest sales gurus of the twentieth century Tested Sentences That Sell - Masters of Marketing Secrets: Why the Sizzle Sells the Steak Dr. Robert C. Worstell, Elmer Wheeler, 2014-05-31 To understand advertising you need to understand salesmanship Both are filled with mis steps gimmicks and frauds Advertising is widely understood to be Salesmanship in Print Understanding what makes a successful salesman then gives you the basics of what will make successful ads With this tested collection of solutions any person is well on their way to understanding human nature and how to approach prospects in order that marketing becomes routinely effective During 10 years of research Wheeler tested over 105 000 words and phrases on more than 19 million people resulting in the development of his 5 Wheeler Points and in 1937 the publication of Tested Sentences That Sell Wheeler s principles as powerful today as they were when this book was originally published in 1937 Even as things change technology transforms business evolves human nature has stayed the same Get your copy today and Master these secrets for

yourself Buying Trances Joe Vitale, 2011-01-06 Praise for Buying Trances The genius of Joe Vitale has never shone brighter This thoroughly documented and easy to read book is the first of its kind Vitale gives you the keys to their minds All you have to do is turn the keys They said yes to you long before you said a word and they were begging to buy from you shortly after you uttered your first sentence Buying Trances is an exciting ride to the edge of the mind His finest work to date Kevin Hogan author The Psychology of Persuasion and Covert Hypnosis This book maps marketing's final frontier the customer's mind and exposes the buying trance Frankly this may be the smartest marketing book ever written Dave Lakhani coauthor Persuasion The Art of Getting What You Want As with all of Vitale's books there are magical secrets chunked out like a mad Vegas poker dealer on every page Not only will you learn to put people into buying trances with this book the act of reading it will put you in a trance and force you to master it Mark Joyner 1 bestselling author The Irresistible Offer How to Sell Your Product or Service in 3 Seconds or Less Vitale's expertise in hypnotic marketing combined with his extensive research challenges the reader on many different levels He forces you to delve deeper into the benefits of creating a buying atmosphere and a trance like desire on the part of your prospect I found this an absolutely fascinating book Joseph Sugarman President BluBlocker Corporation Buying Trances is not your run of the mill marketing book It's an exceptionally well written well thought out high level work that gives the reader unique insights into how to capture a prospect's attention Cutting edge stuff that is a must for every serious marketer to absorb and implement Robert Ringer author To Be or Not to Be Intimidated That Is the Question Vitale's understanding of how and why people think and act like they do is remarkable Byunscrambling complex ideas and explaining them in simple language he reveals how to fashion messages that will turn people into compulsive buyers of our products and services Now we can take control and create the buying trance It's a totally refreshing and very effective approach to hugely profitable sales and marketing Winston Marsh veteran Australian marketer

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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

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Advertising Origins Dr. Robert C. Worstell, Claude C. Hopkins, John E. Kennedy, Albert D. Lasker, 2014-07-31 All effective modern marketing can be traced to three authors in one time period If you study the best of the best marketers out there and then study who they studied you can eventually find the real basics which make all marketing work Really work That is how these books were uncovered While each separately tells pieces of the puzzle together they tell the evolution of advertising as it exists today All the advances made by others since can be directly traced to the breakthroughs made during this time These five books each tell their own piece to the puzzle Albert Lasker gave the narrative telling where he first met John E Kennedy and Claude Hopkins When you read those copywriters works in turn the lights come on You ll see where all the new modern breakthroughs have come from and why they get results All the secrets hidden in plain sight Just in need of a bit of dusting off Get Your Copy Today *The What, How, and Why of Advertising: Masters of Marketing Secrets: Unknown Basics That Shape Ad Response* Dr. Robert C. Worstell, John E. Kennedy, 2014-05-29 ADVERTISING should be judged only by the goods it is conclusively known to sell at a given cost Mere opinions on Advertising Copy should be excluded from consideration because opinions on Advertising are conflicting as opinions on Religion But it is different with Advertising as it is with Mechanics or with Medicine all three of which can be conclusively tested Many Advertisers however seem satisfied to spend their money on mere Opinions about Advertising when they might have invested it on Evidence about Advertising When it is anything less than Salesmanship it is not real Advertising but only General Publicity And General Publicity admittedly claims only to Keep the Name before the People to produce a General impression on the Trade and to Influence Sales for the salesmen The only way to judge Advertising is to judge it by the amount of goods It is conclusively known to Sell at a given cost Get this copy for yourself and learn these Secrets **How to Write Ads That Get The Sale!** Dr. Robert C.

Worstell, 2014-08-09 While the Masters of Marketing Secrets series had already been mined for the history of Advertising and Salesmanship classics I still hadn t told anyone which were the key books out of that dozen which held the core datums where a person could learn the rainmaking skill of copywriting From this book series I ve created this collection which specifically selected only the books which deal best with copywriting itself The other two collections which preceded this dealt with the evolution of advertising itself and defined salesmanship in a low pressure scenario which is becoming more the way online sales has trended In fact you ll get banned on various sites if you try anything else This collection is bringing you the best and brightest of copywriting experts so you can learn first hand what it is that is required to get sales from every ad you write For that is the test of good copywriting it gets the sale *Gas Appliance Merchandising* ,1937 **Continuous Sales Improvement** Eric Lofholm, 2021-07-06 What s the secret to succeeding at sales In Continuous Sales Improvement master sales trainer Eric Lofholm reveals the simple but powerful strategy he s taught to tens of thousands of students that

anyone can use to improve their sales performance Eric s message is that those who are not good at sales can become good and those who are already good can become great simply by making small continuous improvements in four key areas self improvement sales skills product and service knowledge and technology He gives readers a game plan for making improvements in each of these areas and provides hundreds of detailed strategies practical exercises and actionable instructions to use immediately to begin improving sales results Each chapter includes a convenient at a glance summary and there s a quick review guide so that readers can easily use Continuous Sales Improvement as an ongoing reference Continuous Sales Improvement includes case studies from legendary figures in the history of sales plus interviews with some of today s top performers It also includes tips for selling in specific industries including real estate insurance financial services and network marketing Those who are a salesperson a sales trainer or just a business owner who wants better sales results Continuous Sales Improvement is a must have

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