



**Tested
Sentences
That Sell**

Tested Sentences That Sell

Dr. Robert C. Worstell, Elmer Wheeler



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Tested Sentences that Sell Elmer Wheeler, 1937 **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.

Sizzlemanship Elmer Wheeler, 1940 *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**

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