



The Management Of Sales Training

Gerard Assey



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Real Estate & Property Sales Training Gerard Assey, 2023-03-12. This book, *Real Estate Property Sales Training*, is uniquely designed to help transform you into a Master Real Estate Sales Advisor/Consultant by helping you discover the secrets that drive the top world's Real Estate Professionals, enabling you to gain a full understanding of the selling process, including the importance of being well-organized while working through 12 Master Keys that will Equip and Enable you to stand out as THE GREAT STAR. As a Real Estate Professional, you are the person that brings Hope and holds the Master KEY to many people's dreams. But for that key to work, you personally need these 12 Master keys. The constellation has a galaxy of stars that are numerous and countless, but among them are just a few that are the brightest and even have names. So also, this business of real estate is flooded with different types of people, many that are unprofessional in their approach with customers by adhering to wrong practices just to get that immediate business, impacting the image and credibility of this profession overall, whereby the end buyer is now skeptical when having to deal with a real estate advisor/consultant. But the good news is that you could be that small percentage that shines bright and stands out as the great star, and that is my hope and desire that this book will help you achieve. To stand out as THE GREAT STAR.

Fortify Your Sales Force Renie McClay, 2010-02-15. How can organizations provide the right sales training to the right sales people at the right time? This book is filled with a diverse collection of case studies from top companies and provides a practical road map and the proven tools for organizations that want to implement a winning sales training program. The book offers helpful techniques and tips on how to successfully execute sales training with limited resources and cut budgets. It provides how-to guidelines for successful sales training in a down economy. It is written by 13 experts who have experience selling and have managed sales people. The contributors have combined experience of improving sales performance of over 120 years. The book contributors are Bob Rickert, Jim Graham, Teresa Hiatt, Michael Rockelmann, Maris Edelson, Susan Onaitis, Susanne Conrad, Rick Wills, Ken

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