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Elizabeth McCormick, Toni Harris

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observed several hundred salespeople who were taught to use deceptive practices like bait and switch and encouraged to play negotiation games with customers In the same industry I have observed countless people who had been taught to sell with high integrity Ironically their customer satisfaction profit margins and salesperson retention were significantly higher Ron Willingham If you ve tried manipulative self focused selling techniques that demean you and your customer if you ve ever wondered if selling could be more than just talking people into buying then Integrity Selling for the 21st Century is the book for you Its concept is simple Only by getting to know your customers and their needs and believing that you can meet those needs will you enjoy relationships with customers built on trust And only then when you bring more value to your customers than you receive in payment will you begin to reap the rewards of high sales Since the publication of Ron Willingham's enormously successful first book Integrity Selling his sales program has been adopted by dozens of Fortune 500 companies such as Johnson Johnson and IBM as well as the American Red Cross and the New York Times In his new book Integrity Selling for the 21st Century Willingham explains how his selling system relates to today s business climate when the need for integrity is greater than ever before Integrity Selling for the 21st Century teaches a process of self evaluation to help you become a stellar salesperson in any business climate Once you ve established your own goals and personality traits you ll be able to evaluate them in your customers and adapt your styles to create a more trusting productive relationship Drawing upon Willingham's years of experience and success stories from sales forces of the more than 2 000 companies that have adopted the Integrity Selling system Ron Willingham has created a blueprint for achieving success in sales while staying **High Trust Selling** Todd Duncan, 2007-04-15 Do you feel like your career exists somewhere between true to your values your last sale and your next one Are you always searching for the way to bridge the gap and create long term success Does it seem that somehow your life is only about your ability to perform on the job For too long you have bought into the idea that the business you do and the life you lead are completely separate What Todd Duncan has learned in his twenty two years of sales is the polar opposite When you discover how to connect who you are and what you are about in your selling career the results will be phenomenal and long lasting No matter what industry you work in or what type of sales position you hold adopting the practical principles in High Trust Selling will open the door to a new way of thinking and a life beyond your wildest expectations Long term sales success happens when high trust exists when you are a trustworthy salesperson running a trustworthy sales business and when it s clear to your clients that you are a person of integrity who will not only do what you say but who also has the means to deliver Todd Duncan

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