

Successful Telephone Selling in the 80's

Shafiroff, Martin D.

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Successful Telephone Selling In The 80s

**Donald W. Jackson, William Hughes
Cunningham, Isabella C. M.
Cunningham**

Successful Telephone Selling In The 80s:

Successful Telephone Selling in the '80s Martin D. Shafiroff, Robert L. Shook, 1982-01-01 **Successful Telephone Selling in the '90s** Martin D. Shafiroff, 1990-07-12 With the cost of personal sales visit to an industrial customer at well over 200 almost all salespeople now make at least some use of the telephone to save time and money The main purpose of Successful Telephone Selling in the 90s however is not to talk about reducing expenses but to show how to increase your sales production dramatically by using the telephone A gold mine of practical guidance and information this book divulges the methods that work for the top telephone salespeople in the country methods that can guarantee your own success

Successful Telephone Selling in the '80s Martin D. Shafiroff, Robert L. Shook, 1982 Hardball Selling Robert L Shook, 2003-12-01 Straightforward secrets and strategies for salespeople who want to join the winning top 5 percent of the sales force Get your foot in the door Control the sale without manipulation Create a sense of urgency Let the buyer participate Learn the crucial subtleties of an aggressive approach Target the biggest sales Sell abroad And much more For many companies 20 percent of their sales force generates 80 percent of their sales volume In this hands on guide Robert L Shook a master salesman teaches the high pressure strategies that mean the difference between a super seller and a salesperson The methods spelled out in this book describe what it takes to be in the elite 5 percent In Hardball Selling Shook inspires all salespeople to dare to be different and master hard selling without browbeating or offending customers Shook spent 17 years in the trenches perfecting his successful strategies Using the four basic principles of hardball selling he guides you through all the steps from getting past the gatekeeper to the single minded tactics necessary to close a sale Shook s Hardball Selling is provocative and controversial and filled with wonderful selling tips I highly recommend it to every salesperson Martin D Shafiroff the world s No 1 stockbroker The Last of the Imperious Rich Peter Chapman, 2010-09-02 On September 11 1844 Henry Lehman arrived in New York City on a boat from Germany Soon after he moved to Montgomery Alabama where he and his brother Emanuel established a modest cotton brokering firm that would come to be called Lehman Brothers On September 15 2008 Dick Fuld the last CEO of Lehman Brothers filed for corporate bankruptcy amid one of the worst financial crises in American history After 164 years one of the largest and most respected investment banks in the world was gone leaving everyone wondering How could this have happened Peter Chapman an editor and writer for The Financial Times answers this question by exploring the complete history of Lehman Brothers between those two historic Septembers He takes us back to its early days as a cotton broker in Alabama and then to its glory days as one of the leading corporate financiers in America He also provides an intimate portrait of the people who ran Lehman over the decades from Henry Lehman the founder to Bobbie Lehman who led the company into the world of radio motion pictures and air travel in first part of the 20th century to Dick Fuld who allowed it to morph into a dealer of shoddy securities Throughout his account of this imperiously rich firm Chapman examines the impact Lehman Brothers had not only on American finance but

also on American life As a major backer of companies like Pan American Airlines Macy's and RKO Lehman helped lead the country into major new industries and helped support some of its most intrepid entrepreneurs He then shows how starting in the 1980s Lehman's increased focus on short term gain investments led the firm down the dangerous path that would eventually lead to its demise In the end the story of Lehman Brothers is not only the story of a truly important American company but a cautionary tale of what happens when leaders lose sight of their core mission in their quest for something too good to be true Praise for *The Last of the Imperious Rich* Thought provoking and illuminating The New York Times Chapman has succeeded in holding up a mirror to America's past and what its future might hold Bloomberg

Communication in Management Owen Hargie, David Dickson, Dennis Tourish, 1999 In this book the authors look in turn at each of the key management tasks from meetings to negotiation from writing reports to using the telephone and they provide practical guidance for increased effectiveness Other chapters cover non verbal communication and doing things right and doing the right thing The text is presented in a lively way but also with academic rigour and is supported throughout by exercises checklists and ready to use formats

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American Book Publishing Record, 1990 **The Cumulative Book Index**, 1991 A world list of books in the English language

Selling Donald W. Jackson, William Hughes Cunningham, Isabella C. M. Cunningham, 1988 Based on comprehensive research this guide examines the theory and practice of personal selling It presents a conceptually oriented treatment of the dynamics of selling and buying which assumes that selling in the firm can only be understood as an integral part of the total marketing effort The various dimensions of sales positions are discussed along with the interrelationship between selling and the other functions of a marketing department self management understanding buyer behaviour various aspects of the sales call different types of selling situations telephone selling legal and ethical aspects of selling and career management Case studies allow the reader to apply concepts in real world situations The book is illustrated and contains chapter objectives questions and exercises

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Marketing Yourself Dorothy Leeds, 1991 How to use state of the art sales and marketing techniques to enhance your value in a rapidly changing business world

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