

SUBLIMINAL SELLING SKILLS

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Subliminal Selling Skills

Kevin Hogan



Subliminal Selling Skills:

Subliminal Selling Skills Kerry L. Johnson,1988 Explains the concept of neuro linguistic programming demonstrates techniques that can be used to generate rapport with one s clients and tells how to recognize when a prospect is ready to buy

Subliminal Selling Skills Eric Moore,1998-04-01 *The Street Smart Sales Pro* Arthur Rogen,2013-09-25 Evaluate the top producers in any sales force and what will you find You ll find salespeople who know how to sell in the real world people who are positive aggressive motivated and savvy people who are confident and think quickly on their feet people who know how to get things done people who are just plain street smart Were these people born this way Absolutely not They learned their skills from doing asking and observing And now thanks to *The Street Smart Sales Pro* these valuable lessons are available to those looking to supercharge their ability to sell While most books on this subject examine the act of selling from an abstract boilerplate perspective *The Street Smart Sales Pro* offers a realistic street smart point of view focusing on real people in real situations It covers every aspect of selling from highlighting the essential qualities that make up the truly triumphant salesperson to providing hundreds of practical tips insights and tactics needed to make that initial contact and successfully close the deal Motivational stories of actual salesmen and saleswomen who went for the gold and achieved it provide further inspiration throughout this book Although designed for men and women who sell products and services this book can also benefit those who have to sell themselves in other situations No matter how difficult the challenge ahead or how many doors have been closed to you in the past knowing how to be a true street smart salesperson will allow you to see the world differently a world that is filled with opportunities All you need is someone to show you how and you will not find a better teacher than *The Street Smart Sales Pro* **Successful Persuasion** Gerry Borreggine,2000 *Successful Persuasion* is for anyone who is interested in increasing their own ability to communicate persuasively Be it the businessman in the boardroom the preacher on the pulpit or the mother sitting in the back row of the PTA meeting all would benefit significantly if they could only present themselves and their ideas in a more convincing fashion *Successful Persuasion* takes the reader through a series of lessons that are succinctly stated yet eloquently written The reader will be delighted with the information contained and equally entertained by the light hearted tone and quick pace of this book *How To Make Maximum Money With Minimum Customers* Craig Garber,2011-05 If you are passionate about marketing selling or making money in business then this is the most exciting and important book you will ever read the strategies inside are easy to use even if you feel awkward when it comes to selling and marketing and everything is delivered in plain and simple English Back cover

Secrets of Closing Sales Charles B. Roth,Roy Alexander,1997-10-01 The 1 bestseller on the art of closing sales is now fully updated to meet the challenges of today s competitive new sales environment with 53 case studies drawn from real life The sixth edition features the newest selling tactics and strategies the latest products and the new salesperson customer relations Among the newer methods covered are critical path selling group selling and teleconferencing strategic selling

consultative selling conceptual selling empathic selling and key account selling Plus you ll also discover step by step the secrets of how to Analyze the customer s psyche to determine your selling strategy Cash in on the callbacks and follow up visits Make more effective use of the telephone Get great leads from satisfied clients Profit from telemarketing Make sure a closed sale stays closed Highlighted by actual real world examples that demonstrate these successful strategies and techniques in action Secrets of Closing Sales gives you the tested tools you need to double or even triple your current income The appeal of this is in the stories and closing lines collected from master salespeople You ll be struck by how simple and effective many techniques are Executive Book Summaries Covert Persuasion Kevin Hogan,James Speakman,2006-12-15 Praise for Covert Persuasion This book is a treasure trove of ideas you can use to turn a no into a yes almost instantly in any sales situation Brian Tracy speaker and author of Create Your Own Future and Change Your Thinking Change Your Life Hogan is the master of persuasion I urge you to persuade yourself to buy this book and everything he s ever written and recorded It will help you understand yourself understand others and succeed This information is bankable Jeffrey Gitomer author of The Sales Bible Little Red Book of Selling and Little Red Book of Sales Answers There s more wisdom in this book than in 500 pages on the same subject Whether you need to persuade your lover your spouse your boss your clients your friends or yourself this powerhouse collection of mind tricks and secrets will give you the upper hand In today s competitive world this is the persuasion wizard s manual you need to control circumstances and get what you want Dr Joe Vitale author of Life s Missing Instruction Manual and The Attractor Factor When you read Hogan s writing it feels like you re getting sage advice from a master Would you like other people to decide on their own or so they think to go along with your every whim Then this is the book you ve been looking for David Garfinkel author of Advertising Headlines That Make You Rich There is more practical information on the dynamics of selling and communication in these pages than you could ever acquire in a lifetime on your own through trial and error Take advantage of the authors wisdom and read this book Todd D Bramson Certified Financial Planner and author of Real Life Financial Planning **The Manual of How to Cheat on Your Wife** Grace Ann Neff,2002-06 The Science of Influence Kevin Hogan,2010-10-19 Get customers clients and co workers to say yes in 8 minutes or less This revised second edition by a leading expert of influence continues to teach a proven system of persuasion Synthesizing the latest research in the field of influence with real world tested experiences it presents simple secrets that help readers turn a no into a yes Every secret in this book has been rigorously tested validated and found reliable Learn dozens of all new techniques and strategies for influencing others including how to reduce resistance to rubble Make people feel instantly comfortable in your presence Decode body language build credibility and be persistent without being a pain Expert author Kevin Hogan turns the enigmatic art of influence and persuasion into a science anyone can master The amazing secret of The Science of Influence is its simplicity After you read this book you will immediately understand why people say no to you and learn how to turn that no into a yes from that moment on Mastering the Game

Kerry L. Johnson, 1988

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