

# CRUSH PRICE OBJECTIONS

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**Hold the line on prices!**

**TOM REILLY**

author of "Value Added Selling Techniques"

# Crush Price Objections

**J Rink**



## **Crush Price Objections:**

Crush Price Objections Tom Reilly, 1999-09 *Crush Price Objections* is Tom Reilly's sixth book. In this book, Reilly demonstrates his knowledge in two significant ways. First, he understands the problems salespeople experience in selling their products. Price objections are their number one obstacle. Second, Reilly demonstrates his knowledge by teaching salespeople how to hold the line on prices. In a surprising twist, this content-rich book is as inspiring as it is informative. Reilly begins with some astounding data on buyer preferences. He illustrates the value of the salesperson to the customer. His comprehensive approach is easy to follow. Part One is preparing to sell in a price-sensitive market. Part Two is how to avoid price objections. Part Three is how to handle price objections. *Crush Price Objections* is literally filled with hundreds of simple yet practical tips for salespeople. The list of forty-eight questions to ask buyers is worth the \$19.95. In addition, Reilly offers over forty responses to price objections. *Crush Price Objections: Sales Tactics for Holding Your Ground and Protecting Your Profit* Tom Reilly, 2010-02-19. Hold the line on price in every transaction from the leading expert on Value Added Selling. These days it seems like we're always in a buyer's market. But even at a time when the word value is used interchangeably with cheap and the Internet is a bargain hunter's paradise, there are ways for sales professionals to regain the upper hand. In *Crush Price Objections*, Tom Reilly, bestselling author of *Value Added Selling*, teaches field-tested tactics for engaging price shoppers and holding the line on declining profits. It provides tips and tactics for developing a price objection counterattack before you meet with buyers. Using questions and compelling presentations to move the conversation away from the subject of price. Destroying price objections if they surface. Understanding why and when to raise your prices. Creating winning bids on paper and online. *Crush Price Objections* offers you the tactical support you need to focus specifically on price resistance in order to attain maximum profit in the most challenging circumstances. Let Tom Reilly show you how to stop haggling and start closing. *Crush Price Objections: Sales Tactics for Holding Your Ground and Protecting Your Profit* Tom Reilly, 2010-01-25. Hold the line on price in every transaction from the leading expert on Value Added Selling. These days it seems like we're always in a buyer's market. But even at a time when the word value is used interchangeably with cheap and the Internet is a bargain hunter's paradise, there are ways for sales professionals to regain the upper hand. In *Crush Price Objections*, Tom Reilly, bestselling author of *Value Added Selling*, teaches field-tested tactics for engaging price shoppers and holding the line on declining profits. It provides tips and tactics for developing a price objection counterattack before you meet with buyers. Using questions and compelling presentations to move the conversation away from the subject of price. Destroying price objections if they surface. Understanding why and when to raise your prices. Creating winning bids on paper and online. *Crush Price Objections* offers you the tactical support you need to focus specifically on price resistance in order to attain maximum profit in the most challenging circumstances. Let Tom Reilly show you how to stop haggling and start closing. *Marketing Management* Seohee Park, 2020-08-30. Book Introduction *Marketing Management* by Seohee Park. In the ever

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