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Accelerate Your Sales Gus Sanchez,2003-12 Ever the Perfectionist Anthanie demands that his environment be flawless as well Solae was the first woman to ever meet his exceptional standards Everything about her pulled him in deeper and he had to have her Anthanie and Solae lived worlds apart him a gang leader and she an Assistant Director at an upscale Preschool However Anthanie was a man of his word she would be his she just didn t know it yet The last thing Solae needed was to attract was the wrong attention She prided herself on keeping her nose clean on maintaining her good girl image A chance encounter threatens to mar this persona when she is thrown together with Anthanie Solae is attracted to this dangerous man despite the fact that he was so wrong for her Should she give him a chance She knew she should turn him away be repulsed by the crimes he committed but she wasn't As their lips touched Solae knew she was completely his

Sales EQ Jeb Blount,2017-03-20 The New Psychology of Selling The sales profession is in the midst of a perfect storm Buyers have more power more information more at stake and more control over the sales process than any time in history Technology is bringing disruptive change at an ever increasing pace creating fear and uncertainty that leaves buyers clinging to the status quo Deteriorating attention spans have made it difficult to get buyers to sit still long enough to challenge teach help give insight or sell value And a relentless onslaught of me too competitors have made differentiating on the attributes of products services or even price more difficult than ever Legions of salespeople and their leaders are coming face to face with a cold hard truth what once gave salespeople a competitive edge controlling the sales process command of product knowledge an arsenal of technology and a great pitch are no longer guarantees of success Yet this is where the vast majority of the roughly 20 billion spent each year on sales training goes It s no wonder many companies are seeing 50 percent or more of their salespeople miss quota Yet in this new paradigm an elite group of top 1 percent sales professionals are crushing it In our age of technology where information is ubiquitous and buyer attention spans are fleeting these superstars have learned how to leverage a new psychology of selling Sales EQ to keep prospects engaged create true competitive differentiation as well as shape and influence buying decisions These top earners are acutely aware that the experience of buying from them is far more important than products prices features and solutions In Sales EQ Jeb Blount takes you on an unprecedented journey into the behaviors techniques and secrets of the highest earning salespeople in every industry and field You ll learn How to answer the 5 Most Important Questions in Sales to make it virtually impossible for prospects to say no How to master 7 People Principles that will give you the power to influence anyone to do almost anything How to shape and align the 3 Processes of Sales to lock out competitors and shorten the sales cycle How to Flip the Buyer Script to gain complete control of the sales conversation How to Disrupt Expectations to pull buyers towards you direct their attention and keep them engaged How to leverage Non Complementary Behavior to eliminate resistance conflict and objections How to employ the Bridge Technique to gain the micro commitments and next steps you need to keep your deals from stalling How

to tame Irrational Buyers shake them out of their comfort zone and shape the decision making process How to measure and increase you own Sales EQ using the 15 Sales Specific Emotional Intelligence Markers And so much more Sales EQ begins where The Challenger Sale Strategic Selling and Spin Selling leave off It addresses the human relationship gap in the modern sales process at a time when sales organizations are failing because many salespeople have never been taught the human skills required to effectively engage buyers at the emotional level Jeb Blount makes a compelling case that sales specific emotional intelligence Sales EQ is more essential to success than education experience industry awareness product knowledge skills or raw IQ and sales professionals who invest in developing and improving Sales EQ gain a decisive competitive advantage in the hyper competitive global marketplace Sales EQ arms salespeople and sales leaders with the tools to identify their most important sales specific emotional intelligence developmental needs along with strategies techniques and frameworks for reaching ultra high performance and earnings regardless of sales process industry deal complexity role inside or outside product or service B2B or B2C *Continuous Sales Improvement* Eric Lofholm,2021-07-06

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