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Selling is not an art but a skill

that anyone can master. Here's

how: 1. Provide a solution to a

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problem.

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sales experience, make sure you
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Have realistic expectations.

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anything. Be smart about what
you sell, and who you sell it to.

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Hopkins has written this text with rigour and diligence, offering the reader an easily understood yet informative read.

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written to show you how to make
money in sales and to get more

out of life. I encourage you to do

more than just read this book.

Take notes, use a high-lighter

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accurate and efficient service;

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many of the industry ' s most

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psychology of sales can lead you
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of selling.

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is not an art, but rather a skill
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that skill begins with practicing
genuine kindness.

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13 Sales Techniques to Master
the Art of Sales. There's a saying
in business that says 'nothing
happens without a sale'. Without
the ability to convince your
clients to part with their hard
earned cash, no other aspect of

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your business matters. With that
in mind, here are 13 sales
techniques that you can start
putting to use today:

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persuasion. Allow America's
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techniques all of us can use
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every day. 5 out of 5 stars.

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6. Closing the sale. Many
average-to-good salespeople
close the sale goal setting
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so well that they manage to get
by without learning to close

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competently. And that, of course,
is what keeps them from being
great. Closing contains elements
of both art and science, and
those elements can be learned.

7. Referrals.

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money in sales and to get more
out of life. I encourage you to do
more than just read this book.

Take notes, use a high-lighter
pen to mark

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the-art computer system for fast,
accurate and efficient service;
Long standing relationships with

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respected manufacturers;

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extraordinary people and

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processes to achieve

outstanding results for

customers, suppliers, and

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employees. Value Proposition
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psychology of sales can lead you
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earned cash, no other aspect of
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your business matters. With that
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in mind, here are 13 sales
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techniques that you can start
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putting to use today:

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prospect, make contacts, qualify,
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