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[Notes from the Book "Triggers: 30 Sales Tools You Can Use ...](#)

Triggers: 30 Sales Tools you can use to Control the Mind of your Prospect to Motivate, Influence and Persuade. Michelle J. Dyett-Welcome is a copywriter and the President of S.M.A.R.T Copy Designs Inc. located in Far Rockaway, NY.

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In Triggers, Sugarman takes the principles he learned from direct marketing and applies them to the field of personal selling with 30 powerful techniques he calls Psychological Triggers. Psychological Triggers are sales tools for effectively influencing, motivating and persuading a prospect to make a positive buying decision.

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