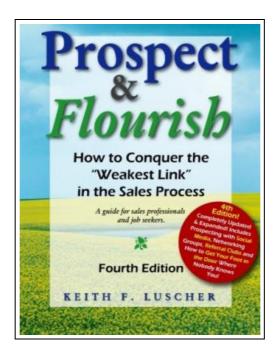
Prospect Flourish: How to Conquer the Weakest Link in the Sales Process (a Guide for Sales Professionals and Job Seekers)



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Reviews

It in a of the best book. Indeed, it really is play, nevertheless an amazing and interesting literature. It is extremely difficult to leave it before concluding, once you begin to read the book. (Sofia Yundt)

PROSPECT FLOURISH: HOW TO CONQUER THE WEAKEST LINK IN THE SALES PROCESS (A GUIDE FOR SALES PROFESSIONALS AND JOB SEEKERS)



KL Publications, United States, 2014. Paperback. Book Condition: New. 279 x 216 mm. Language: English . Brand New Book ***** Print on Demand *****. Selling is Easy. But Prospecting.? In truth, selling is anything but easy. But for professionals who understand and practice this from the heart, selling is easier! It is more natural-it is the result of building relationships. There is plenty of information out there on how to sell. But to truly flourish, you must first prospect. Everyone has to prospect. Most people hate to do it, and we believe that the five most common reasons why sales professionals don t prospect enough are: They don t understand the value of what they are sellingThey have a fear of rejectionThey don t know what to do or how to do itThey are not motivatedThey have a personal difficulty to overcomeDo any of these statements describe you? If so, you are not alone. Indeed, it all truly comes down to sales, which cannot occur unless you keep your pipeline full. After all: The number one cause of FAILURE for sales professionals and job seekers is lack of prospects. While you have plenty of resources and options at your disposal to learn more about selling -but there is not enough out there to help sales people confront their fears and overcome their personal challenges when it comes to prospecting.Until now. Introducing the all new fourth edition of an intense, peer-reviewed, time-tested book on prospect Flourish is a comprehensive guide to business prospecting in all its forms. Readers will learn how to: Become a networking maven, and build connections and relationships with people from across town to around the globe.Develop centers of influence-often...

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