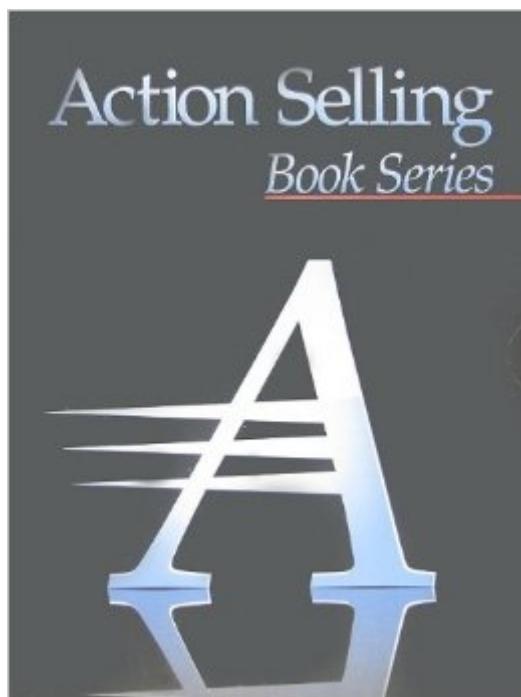


The book was found

The Advanced Selling Skills Series (Advanced Action Selling Book Series, Four-Book)



Synopsis

The Advanced Selling Skills 4-Book Series (Action Selling should be read first prior to reading this book series.) The Action Selling sales books listed are conveniently packaged as a four-book series. 'Selling Your Price: How to Escape the Race to the Bargain Basement,' Questions: The Answer to Sales,' 'Masters of Loyalty: How to Turn Your Sales Force into a Loyalty Force,' Sales Strategy from The Inside Out: How Complex Selling Really Works.' Note: This book series does not include the first Action Selling sales book: Action Selling: How to sell like a professional, even if you think you are one. Each book builds on the others by telling a story focused on common problems salespeople face and how the Action Selling Process effectively addresses these problems. Sparks' writing style gives readers a way to learn his concepts while enjoying a story that unfolds within each book. Based on Sparks' own sales training program that has improved performance for more than 350,000 successful salespeople, this Action Selling book series delivers easy-to-understand answers to many advanced questions surrounding the process of winning sales.

Book Information

Paperback

Publisher: The Sales Board, Inc. dba Acti (2007)

Language: English

ISBN-10: 097535695X

ISBN-13: 978-0975356951

Product Dimensions: 7 x 1.6 x 1 inches

Shipping Weight: 0.3 ounces

Average Customer Review: 5.0 out of 5 starsÂ See all reviewsÂ (1 customer review)

Best Sellers Rank: #4,770,576 in Books (See Top 100 in Books) #55 inÂ Books > Business & Money > Insurance > Automobile #21955 inÂ Books > Engineering & Transportation > Automotive #47015 inÂ Books > Engineering & Transportation > Transportation

Customer Reviews

If you're looking for a sales process that works, look no further. Action Selling lines up the sales process with that of the buying process and thus increases the opportunity for success.

Understanding that the process doesn't change no matter what your selling, this becomes your reference book for all calls. Action Selling becomes a way of life. It's useful not only if your profession is selling or if you're "selling" ideas and concepts to your boss or company. Selling is selling. Products, ideas, vacation plans to your spouse or family....we're always selling. Just use

it...it works.The Action Selling Sales Training Book Series (Action Selling Book Series)

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