



There s No Such Thing as Closing the Deal: A Brief(case) Guide to Successful Sales

By Jane Murphy

Acceleration Retirement LLC, United States, 2012. Paperback. Book Condition: New. 214 x 149 mm. Language: English . Brand New Book ***** Print on Demand *****.Every salesperson has wished for a sales training book that is so simple, direct and useful that you could pull it out when you re on the phone, waiting and nervous, to focus on the next step of the process. There s No Such Thing as Closing the Deal: A Brief(case) Guide to Successful Sales is that book. The book reinforces the essential elements of successful sales technique--conversation, trust, repeated behavior, simple rules and good humor--using bulleted lists organized in a logical sequence. Whether you re an experienced salesperson who can appreciate a quick review of the fundamentals or someone new to the field, this brief guide will keep your focus on successful sales technique when you need it most.



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