



## Soft Sell: The New Art of Selling

By Tim Connor

Sourcebooks. Paperback. Book Condition: New. Paperback. 256 pages. Dimensions: 8.9in. x 5.9in. x 0.7in. Everyone sells every day--themselves, their ideas, their products or services. Soft Sell provides a new approach to selling. . . one that stresses motivation, communication, relationship-building and self-image psychology to power-boost you to personal sales success! Soft Sell gives you: --An in-depth, self-analysis questionnaire to get you started--Exercises to expand your possibilities and help rid yourself of imaginary ceilings and self-imposed limitations--The 20 qualities found in the most successful salespeople--with a scale for you to evaluate and grade yourself--Simple ways to get out of a sales slump--17 principles for personal achievement And Soft Sell explains: --Sales objections--what they actually mean and how to overcome them--Attitude--how to really increase your success--Prospecting--how to discover the prospects dominant buying motive--The sales interview--get your prospect to tell you how to sell to him or her--Service--building customer support and loyalty to increase repeat business This item ships from multiple locations. Your book may arrive from Roseburg,OR, La Vergne,TN. Paperback.



**READ ONLINE**  
[ 1.64 MB ]

### Reviews

*A must buy book if you need to adding benefit. It can be rally fascinating through studying period of time. I am just happy to explain how this is the very best ebook i actually have read within my individual existence and could be he finest book for ever.*

-- **Cydney Hand**

*Excellent e-book and useful one. It can be rally intriguing through looking at time period. Once you begin to read the book, it is extremely difficult to leave it before concluding.*

-- **Pasquale Klocko**

## See Also



### **Scala in Depth**

Manning Publications. Paperback. Book Condition: New. Paperback. 304 pages. Dimensions: 9.2in. x 7.3in. x 0.8in. Summary Scala in Depth is a unique new book designed to help you integrate Scala effectively into your development process. By presenting the emerging best practices and designs...



### **Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large**

Madelyn D R Books. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in. This book is about my cousin, Billy a guy who taught me a lot over the years and who can teach you a lot. Everyone who...



### **Too Old for Motor Racing: A Short Story in Case I Didnt Live Long Enough to Finish Writing a Longer One**

Balboa Press. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in. We all have dreams of what we want to do and who we want to become. Many of us eventually decide it is too late; we have missed...



### **Summer Fit Preschool to Kindergarten Math, Reading, Writing, Language Arts Fitness, Nutrition and Values**

Summer Fit Learning. Paperback. Book Condition: New. Paperback. 160 pages. Dimensions: 10.6in. x 8.3in. x 0.5in. Summer Fit Activity Books move summer learning beyond academics to also prepare children physically and socially for the grade ahead. Academic exercises are based on Common Core...



### **The Day I Forgot to Pray**

Tate Publishing. Paperback. Book Condition: New. Paperback. 28 pages. Dimensions: 8.7in. x 5.8in. x 0.3in. Alexis is an ordinary five-year-old who likes to run and play in the sandbox. On her first day of Kindergarten, she makes her first school-aged friend, Elizabeth, and...



### **The Whale Tells His Side of the Story Hey God, Ive Got Some Guy Named Jonah in My Stomach and I Think Im Gonna Throw Up**

B&H Kids. Hardcover. Book Condition: New. Cory Jones (illustrator). Hardcover. 32 pages. Dimensions: 9.1in. x 7.2in. x 0.3in. Oh sure, well all heard the story of Jonah and the Whale a hundred times. But have we heard it from the perspective of the...