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the Art of Selling BusinessNews Publishing, 2013-02-15 The must-read summary of Tom Hopkins' book *How to Master the Art of Selling: The Best Book Ever Written on Selling Salesmanship*. This complete summary of the ideas from Tom Hopkins' book *How to Master the Art of Selling* exposes how the best salesmen employ skills that can be easily understood, learned, and applied. Examining every stage of sales and selling, from sales calls to initial meetings, follow-ups, and long-term strategies, this useful summary provides you with the tools needed to improve your own sales skills. Added value of this summary: Save time. Understand key concepts. Expand your sales skills. To learn more, read *How to Master the Art of Selling* and discover how to use your creativity to control your profitability. **How to Master the Art of Selling ... In Under 50 Minutes**

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Estate Tom Hopkins, 1991 Tom Hopkins' career is the quintessential American success story, from a 42-month failure to

millionaire through the real estate sales techniques he developed and perfected He has taught these techniques to more than one billion real estate pro on four continents and now shares them with readers revealing how to succeed in virtually any market

How to Master the Art of Selling Financial Services Tom Hopkins,2016-02-01 Whether you re a financial services expert or novice you understand the business You ve worked hard to gain your product knowledge You watch industry trends But do you know how to talk to clients so they ll listen The Art of Selling Financial Services depends upon the collaboration of listening and understandably communicating to clients Learning how to quickly gain the trust of others get them to like you take your advice and become long term clients is the foundation for every successful business Tom Hopkins has been training in the financial services industry since 1990 and he has developed methods to help you communicate to your clients and you understand what your clients want from you Once you know what clients want you can learn how to provide it Financial services representatives have turned to Tom Hopkins for years for his proven effective professional selling strategies which have helped them learn how to help more of their clients make financial planning decisions How to Master the Art of Selling Financial Services will help you Learn effective ways to talk with clients and calm their fearsAsk the right questions to get clients talking about their needsImplement client feedback so that you can provide your best serviceIncrease your sales ratios with closing strategies that make sense to your clientsGrow your business with powerful yet simple referral strategies Tom Hopkins methods will teach you how to master the art of selling financial services more effectively and efficiently than ever before

How to Master the Art of Selling from SmarterComics Tom Hopkins,2011 After failing during the first six months of his career in sales Tom Hopkins discovered and applied the very best sales techniques then earned more than one million dollars in just three years Tom explains to readers what the profession of selling is really about and how to succeed beyond their imagination

Tom Hopkins' Low Profile Selling Tom Hopkins,1994 Tom Hopkins dedicated himself to improving the image of salespeople the world over nearly 20 years ago when he founded Tom Hopkins International He constantly studies trends in business and talks with sales professionals the world over learning from them and teaching them at the same time The majority of today s successful salespeople have learned that a low profile approach to presenting their product or service to customers works exceptionally well Tom defines this approach as acting like a lamb while selling like a lion

10 Steps to Successful Sales Brian Lambert,2009-12-01 Insights on becoming an effective and efficient trusted advisor There is a difference between being a sales person and a sales professional with 10 Steps to Successful Sales you ll gain the knowledge you need to accelerate revenue manage your organization and leverage the sales process With this fast moving advice packed and actionable guide you ll become the professional that your clients want you to be You ll learn from the best with sage advice from more than 100 top performing sales professionals The book is designed to help anyone who is directly or indirectly responsible for driving revenue It is designed to help you continuously improve despite the complexities of the selling environment From developing a personalized selling system to establishing customer loyalty and trust to

understanding the buying process and creating a personal development plan based on world class knowledge and skill this book is a practical easy to use resource Build top line revenue for your organization and develop world class sales habits used by successful sales professionals in multiple industries The 10 Steps to becoming an effective and efficient trusted advisor Step 1 Embrace a Sales Mindset Step 2 Know Your Job and Your Role Step 3 Develop Winning Habits Step 4 Understand the Buying Process Step 5 Leverage the Sales Process Step 6 Create Your Own Personal Selling System Step 7 Accelerate Revenue Step 8 Communicate Effectively Step 9 Manage Your Sales Organization Step 10 Develop World Class Sales Competence

The Sales Gurus Andrew Clancy, Soundview Executive Book Summaries Eds., 2013-02-26 Since 1978 Soundview Executive Book Summaries has offered its subscribers condensed versions of the best business books published each year Focused insightful and practical Soundview s summaries have been acclaimed as the definitive selection service for the sophisticated business book reader Now Soundview is bringing together summaries of eighteen classic and contemporary sales books including seven never before published summaries Here in one easy to digest volume is just about everything you ever wanted to know about sales The summarized titles cover every aspect of superior salesmanship from some of the most acclaimed and legendary sales gurus For instance Brian Tracy gives new and experienced salespeople additional ways to improve their numbers in *Be A Sales Superstar* Tom Hopkins provides advice and encouragement to transform the average salesperson into a champion in *How to Master the Art of Selling* Chet Holmes presents his twelve key strategies for doubling sales in any company in *The Ultimate Sales Machine* Zig Ziglar bridges the past and present of sales strategy in *Ziglar on Selling* John Maxwell explains *The Winning Attitude* Marc Miller helps sales professionals eliminate the adversarial stigma in *A Seat at the Table* The collective wisdom contained in *The Sales Guru* can help any salesperson on his or her journey to becoming a sales guru

How to Succeed and Make Money with Your First Rental House Douglas A. Keipper, Sean M. Lyden, 2004-05-03 Seize the opportunity and watch the money roll in Don t be paralyzed by fear of making mistakes and losing money Buying a rental house should be one of the safest investments you make and you already have the skills you need to succeed You just need to learn how to use them In *How to Succeed and Make Money with Your First Rental House* Douglas Keipper tells the true story of how he overcame his fear of real estate investing and made money on his first rental house Keipper uses his experience as an example as he walks you step by step through the entire process of buying renovating renting and managing a rental house And you ll learn from his mistakes not your own Find out how easy it is to supplement your income with the most popular investment vehicle in the country Let Keipper show you how to Prequalify for low cost loans Connect with the right loan broker realtor and subcontractors Find the right house at the right price and make a great deal Save money on renovations that produce higher rents Find and qualify top quality tenants Protect your investment with the right lease and always get paid on time

Training and Development Journal, 1981 *Zen and the Art of Making a Living* Laurence G. Boldt, 1993 For career consultant Laurence G Boldt everyone is the artist of his or her

own life In this comprehensive useful and potentially life changing book he guides readers on how to widen possible horizons and then focus in to make the ideal real Illustrations and worksheets throughout **Endless Referrals, Third Edition** Bob Burg,2005-11-15 The definitive guide to turning casual contacts into solid sales opportunities In this fully revised edition Bob Burg builds on his proven relationship building principles to bring even more clients to your door and helps you attract only those who are interested in what you sell He shows how to maximize your daily contacts utilize your tools both online and off leverage your relationships and generate ongoing sales opportunities If you re serious about your sales career whether you are selling a product service or yourself master the contents of this book and you will practically guarantee your future success Tom Hopkins author of How to Master the Art of Selling Bob Burg has long been the authority on connecting with clients and building win win relationships Endless Referrals should be required reading for sales professionals and entrepreneurs everywhere Gary Keller Founder and Chairman of the Board of Keller Williams Realty Intl and author of The Millionaire Real Estate Investor I ve found that acquiring business is the toughest challenge for professional services providers Thankfully Bob Burg provides pragmatic and effective techniques to smash that challenge to bits whether using mail phone email or a polite tap on the shoulder Alan Weiss Ph D author Million Dollar Consulting Bob Burg opens the floodgates to Fort Knox with this book I like the simple easy to understand practical way he outlines the exact way to find endless referrals A treasure Dottie Walters author of Speak Grow Rich A no nonsense approach to building your business through relationships Jane Applegate syndicated Los Angeles Times columnist Sell It Today, Sell It Now Tom Hopkins,2016-09-01 Sell it Today Sell it Now is the authoritative resource by America s 1 sale trainer Tom Hopkins on closing sales in less steps This book is designed to coach salespeople on the techniques to close sales using an unprecedented one call system The author has trained hundreds of thousands of successful salespeople using this system to generate 6 digit income in the sales profession Sales Managers and CEOs are fans of implementing this system to generate more revenues in less time **Tom Hopkins Guide to Greatness in Sales** Tom Hopkins,1993-07-01 The author of How To Master the Art of Selling and The Official Guide to Success now offers a comprehensive guide to mastering the sales game Includes straight talk on why one should or should not go into a sales career managing time dealing with stress and more A serious sales manual Zig Ziglar from the Foreword Words on Cassette, 2002 R R Bowker Publishing,2002 **Yates Quality** ,1930 **Training** ,1980 Subject Catalog Library of Congress,1981

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