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Train The Sales Trainer Manual

Graham Roberts-Phelps



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psychology of trust and reverse psychology The answer is simple there are some truly amazing sales people who go the extra mile to collect their customers at the airport entertain them at restaurants tell funny jokes on LinkedIn and then after doing all these things to impress customers they find out that the customer bought from their competitor who did not do any of these things to impress them Sometimes the customer can even perceive dedicated sales consultants as being desperate causing them to lose the deal Other sales people still attempt to use mental strategies to persuade their customers to buy their products or services and by doing so they seem to forget that resistance to persuasion is a common reaction in all human beings This results in salespeople failing to close straightforward sales that should have been very easy to close This is precisely why salespeople need a deeper understanding of how customers think whom they trust and why they decide to buy Appreciating these concepts will give you a real edge as a salesperson you will gain the confidence and proficiency to take your sales performance to the highest level All the techniques found in this book focus on smarter sales not harder sales Hopefully by the end of this book you will have understood that sales success does not depend on your desire to sell or on how hard you try Rather it depends on your ability to understand the mechanisms that underlie the buying process You will learn to be a smarter salesperson who is confident and relaxed and can dextrously use a handful of strategies leading to success What this book is NOT about Now let s be clear about something some people think that this book is about the dark side of sales However this is not the case Au contraire if you are stuck in a pattern where you are currently using questionable sales techniques that are making good money but is bad for your reputation you re about to learn new methods that are more effective and will give you an excellent reputation instead The methods described in this book are insightful rather than dubious Who is this book for There are three groups of people who will benefit tremendously from reading this book Firstly if you already work in sales and perform well but somehow find that over time your reputation is suffering in the process Secondly if you are totally new to sales and would like to get it right from the start with this book you can learn to master the psychology of selling so that you never struggle in this profession Thirdly if you work in sales have a good reputation but you need to increase your conversion rate to see better performance this book will allow you to fine tune your selling approach Cautionary notes The tactics explained in this book are best used when selling a credible product or service to the right prospect Please don t abuse these tactics to try and manipulate buyers into spending their money on inferior products that they will regret buying After all it is your responsibility to preserve your long term reputation as a sales professional

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Table of Contents Train The Sales Trainer Manual

1. Understanding the eBook Train The Sales Trainer Manual
 - The Rise of Digital Reading Train The Sales Trainer Manual
 - Advantages of eBooks Over Traditional Books
2. Identifying Train The Sales Trainer Manual
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Train The Sales Trainer Manual
 - User-Friendly Interface
4. Exploring eBook Recommendations from Train The Sales Trainer Manual
 - Personalized Recommendations
 - Train The Sales Trainer Manual User Reviews and Ratings
 - Train The Sales Trainer Manual and Bestseller Lists
5. Accessing Train The Sales Trainer Manual Free and Paid eBooks
 - Train The Sales Trainer Manual Public Domain eBooks
 - Train The Sales Trainer Manual eBook Subscription Services
 - Train The Sales Trainer Manual Budget-Friendly Options
6. Navigating Train The Sales Trainer Manual eBook Formats

- ePub, PDF, MOBI, and More
- Train The Sales Trainer Manual Compatibility with Devices
- Train The Sales Trainer Manual Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Train The Sales Trainer Manual
 - Highlighting and Note-Taking Train The Sales Trainer Manual
 - Interactive Elements Train The Sales Trainer Manual
- 8. Staying Engaged with Train The Sales Trainer Manual
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Train The Sales Trainer Manual
- 9. Balancing eBooks and Physical Books Train The Sales Trainer Manual
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Train The Sales Trainer Manual
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Train The Sales Trainer Manual
 - Setting Reading Goals Train The Sales Trainer Manual
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Train The Sales Trainer Manual
 - Fact-Checking eBook Content of Train The Sales Trainer Manual
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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