

The book was found

Advanced Selling Techniques



Synopsis

Shatter sales records with Brian Tracy's revolutionary selling tactics. You're a sales professional. It's what you were meant to be. Selling is in your blood. Following up on his phenomenal best-selling audiocassette program, *The Psychology of Selling*, Brian Tracy's *Advanced Selling Techniques* is a powerhouse advanced selling program for seasoned sales professionals. As invaluable and accessible as its groundbreaking predecessor, this audio seminar, based on detailed research and real-life experience, is aimed at selling any product in today's ever more complex marketplace. Learn the critical issues involved in selling to professional buyers in large organizations. Understand how to make prospecting easier and more effective. Become the preferred vendor of your product or service. Let renowned sales master Brian Tracy also teach you why: Traditional selling techniques don't work anymore. Positioning is the key to success in selling. Motivation to buy has changed with business customers today. People buy solutions, not problems. Information gathering is an investment with a high return. Power determines purchases. Education, skills, and experience mean sales.

Book Information

Audible Audio Edition

Listening Length: 6 hours and 38 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Nightingale-Conant

Audible.com Release Date: October 14, 2014

Language: English

ASIN: B00OH7AQ9W

Best Sellers Rank: #231 in Books > Audible Audiobooks > Business & Investing > Marketing & Sales #603 in Books > Business & Money > Marketing & Sales > Sales & Selling #1333 in Books > Business & Money > Marketing & Sales > Marketing

Customer Reviews

Completely changed my outlook on sales! An excellent drivetime audio experience for the sales professional!

Advanced Selling Techniques

[Download to continue reading...](#)

Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) The Advanced Selling Skills Series (Advanced Action Selling Book Series, Four-Book) Advanced Selling Strategies: The Proven System of Sales Ideas, Methods, and Techniques Used by Top Salespeople Everywhere Advanced Selling Techniques Advanced Software Testing - Vol. 3, 2nd Edition: Guide to the ISTQB Advanced Certification as an Advanced Technical Test Analyst Advanced Software Testing - Vol. 2, 2nd Edition: Guide to the ISTQB Advanced Certification as an Advanced Test Manager The Complete Guide to Option Selling: How Selling Options Can Lead to Stellar Returns in Bull and Bear Markets, 3rd Edition eBay: Find All You Need To Sell on eBay and Build a Profitable Business From Scratch, Step-By-Step (eBay, eBay Selling, eBay Business, Dropshipping, eBay Buying, Selling on eBay) Jewelry Making & Etsy Business Box Set: Jewelry Making Instructions and Useful Tips to Guide You Through How to Start Your Etsy Business (Jewelry Making ... Selling Etsy, Esty Selling Success) How To Sell Used Books On : The Home Based Bookstore - Make A Passive Income By Selling Old Books On (Passive Income, Selling Books On , Home-Based Bookstore) Thrift Store: How to Earn \$3000+ Every Month Selling Easy to Find Items From Thrift Stores, Garage Sales, and Flea Markets (FBA - Selling on Ebay ... Online - Etsy Business - Work From Home) Selling to the C-Suite: What Every Executive Wants You to Know About Successfully Selling to the Top Selling to Procurement: 7 Secrets to Decoding Procurement for Smarter B2B Selling and Negotiating Etsy: Ultimate Etsy Strategies For Selling Crafts Online (Etsy, Etsy SEO, Etsy business for beginners, Etsy selling Book 1) Unlabel: Selling You Without Selling Out Making Money at Home: Methods to Make Money with Drawing Portraits: How I Made More than \$50,000 Selling Art Online and Offline (Ways to Make Money with Art, Selling Drawings) FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible: Best Selling Secrets Revealed: The FBA Selling Guide FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible - Best Selling Secrets Revealed: The FBA Selling ... , fulfillment by , fba Book 1) Positional Release Techniques: includes access to www.chaitowpositionalrelease.com, 4e (Advanced Soft Tissue Techniques) Advanced Selling Strategies: The Proven System Practiced by Top Salespeople

[Dmca](#)