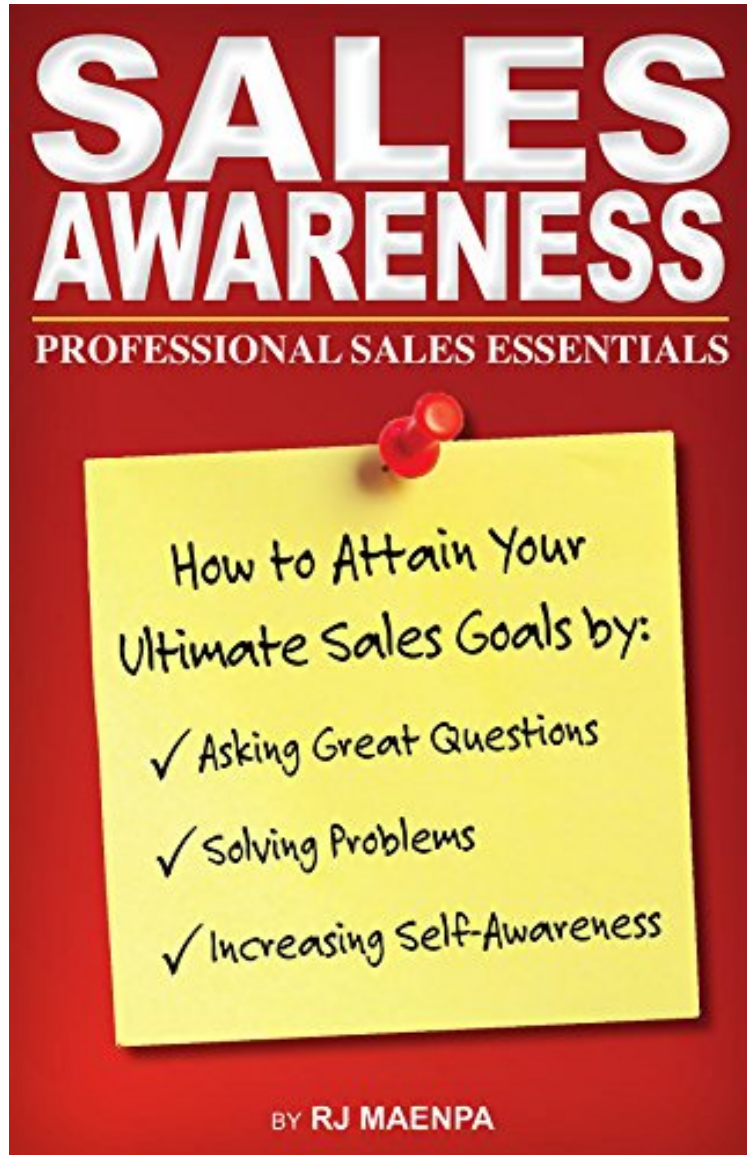


(Download pdf ebook) Sales Awareness: Professional Sales Essentials

## Sales Awareness: Professional Sales Essentials

*RJ Maenpa*

*DOC | \*audiobook | ebooks | Download PDF | ePub*



#2824179 in eBooks 2015-12-11 2015-12-14File Name: B019AN3WU2 | File size: 24.Mb

**RJ Maenpa : Sales Awareness: Professional Sales Essentials** before purchasing it in order to gage whether or not it would be worth my time, and all praised Sales Awareness: Professional Sales Essentials:

0 of 0 people found the following review helpful. Not just for "salespeople"!By CustomerWow. The description is right - what an astonishingly simple, yet perfectly effective method. While I'm not in sales per se, I've always struggled with utilizing sales principles to sell an idea, improve work and other relationships or problem-solve. Stepping back and working from a place of awareness and being present has made all the difference.The principles

here apply to your whole life - not just sales. Well worth the effort to try these ideas out in many different situations. You just may find yourself on a whole new level.

This probably isn't the first book on selling you've read...but it may be the last! RJ Maen's groundbreaking yet astonishingly simple blueprint for achieving sales mastery sheds light on an essential factor that most sales gurus overlook: As he explains in step-by-step terms, using enlightening examples along the way, once you've harnessed the power of your true self, your sales success is virtually guaranteed, no matter what. Achieving SALES AWARENESS can be as simple as 1-2-3: 1. ASK GREAT QUESTIONS. This positions you as a leader, sets up an advantageous power dynamic, and begins the flow of valuable information from buyer to seller. 2. IDENTIFY AND SOLVE YOUR CUSTOMER'S PROBLEMS. Revealing a prospect's pain and then offering a plan to alleviate it bolsters his confidence and quickens his natural tendency to buy. 3. MAKE THE SALE. Operating from your new level of awareness, you can achieve both your own goals and your customer's while achieving the ultimate in personal job satisfaction. Unique in the literature of sales techniques, Sales Awareness combines cutting-edge technical sales skills with ancient philosophical and self-developmental wisdom. The result is a surefire strategy for success in both sales and life. And all you have to do to get started is open to Page 1...