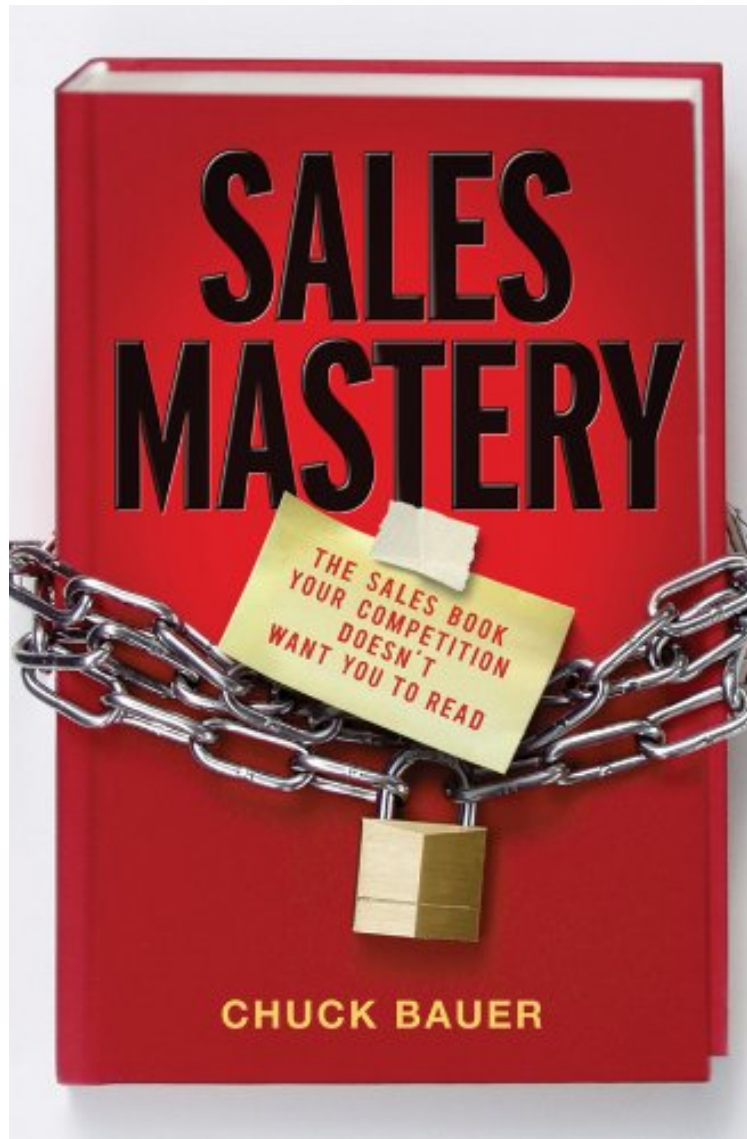


[DOWNLOAD] Sales Mastery: The Sales Book Your Competition Doesn't Want You to Read

Sales Mastery: The Sales Book Your Competition Doesn't Want You to Read

Chuck Bauer

ebooks / Download PDF / *ePub / DOC / audiobook



[Download](#)

[Read Online](#)

#840448 in eBooks 2011-02-16 2011-02-16 File Name: B004PGMI10 | File size: 59.Mb

Chuck Bauer : Sales Mastery: The Sales Book Your Competition Doesn't Want You to Read before purchasing it in order to gauge whether or not it would be worth my time, and all praised Sales Mastery: The Sales Book Your Competition Doesn't Want You to Read:

0 of 0 people found the following review helpful. Quite a few Fresh New Ideas.By R. StarkChuck Bauer does a fantastic job with this book. Sometimes it can seem like overdone material. But I guess if you're not using tips that you've heard before, you need to hear them again from Chuck. I read a lot of books, on psychology and sales

techniques. What I remember most from the book was this quote; "Ignorance on fire always to-sells knowledge on ice". It's good read with up to date information. I do believe, that Chuck may have reserved a few of his best tips for his consulting clients, and I would applaud him for doing so. He would be worth every penny if I could afford him! I purchased a print copy for my library, and a Kindle copy as well, so I could listen to it several times. If you only purchase the Kindle version, I would suggest going to his website for the free toolkit. Invest in yourself and just buy it.

0 of 0 people found the following review helpful. Diamond in the rough By R. Conlon One of the most underrated sales books that are out there and I have read a good deal of sales literature. Great book.

0 of 0 people found the following review helpful. Focused and to the point book about growing your sales By C. Bordeaux This is a great book with solid tips that you can use immediately to close more deals and sell more. I am already implementing his tips and have signed up for coaching. Great read!

Distinguish yourself as a "Sales Master" and win big in business today! Your personal and professional distinctions are THE precursor to closing the deal. Why? Because most salespeople are not distinctive-all they do is follow one another. Sales Mastery gives you Chuck Bauer's unique personal experience as a highly successful salesman turned sales coach. You'll connect with his methodology, proven by salespeople in every industry, to distinguish yourself, build your sales skills, and win deals again and again. Each chapter focuses on one important quality of salesmanship enabling you to actualize your potential as a prosperous seller. Includes tips for mastering sales presentations, phone pitches, customer objections, and closing strategies. Learn how to market yourself shamelessly, close sales according to your clients' dominant personality styles, and make prospects chase you. Author is a nationally recognized sales trainer and coach. Sales Mastery gives you the toolset to break away from the pack to be the sales leader you always wanted to be... and reap the bigger commission checks that result!

From the Inside Flap Ready for greater sales success and bigger commission checks? Ready to become that distinctive salesperson all of your prospects remember and all of your competitors fear? Then it's time to learn Sales Mastery—the proven advice you need to close more sales, attract more customers, and make more money faster. If you want to be successful, you must be distinctive. In the sales world, there are those who are one missed sale away from getting fired, and then there are those who hit their numbers by the 20th of every month—and then keep going. Sales Mastery delivers practical techniques to help you better understand sales psychology, work more efficiently, and improve your sales tactics. Get everyday strategies that you can implement immediately and that will have a significant impact on your sales right now. Sales Coach Chuck Bauer shows you how to: Create a Top of Mind Awareness campaign that will make you stand out and keep you consistently visible. Determine your prospect's personality so that you can control the communication and change a "No" to a "YES". Arm yourself with Power Sales Tools that will overcome any prospect's objections. Become a Sales S.T.U.D.—stop chasing and start getting chased! And a whole lot more! Discover the little touches that will distinguish you, secure respect, and snag that referral. Learn how to become a more effective, likable communicator—make your clients want to do business with you. Create your brand, and command attention during your next pitch. When the Sales Mastery techniques become habit, you will become an unstoppable force not only in sales but also in life, and you will undoubtedly generate more revenue for yourself and for your company. The only question is: are you ready?

From the Back Cover "Close the deal with power and results using the Sales Mastery proven techniques by Sales Coach Chuck Bauer. By mastering Sales Mastery, you can achieve greater heights in your business." —Dr. Nido Qubein President, High Point University Chairman, Great Harvest Bread Co. "Millions sold—profit margins have more than doubled! These blessings were in the form of applying wisdom shared from Sales Mastery." —Dallas Cooley Vice President of Sales, Georgia Powder Coating "I can tell you that Sales Mastery by Chuck Bauer is a welcome and necessary addition to any sales professional's library. He is a true sales master, and Sales Mastery is a must-read for anyone serious about selling in today's environment." —Ron Marks author of Managing for Sales Results "We hired Chuck last year, and now, over a year later, we use his strategies every day. He details these immediately implementable strategies in Sales Mastery. Sales Mastery is unlike any book you will ever read. It will forever change the way you do business. Pick it up now before your competition does." —Jeffrey S. Dunn Senior Casualty Broker, CRC Insurance "Sales Mastery, with all of Chuck's wisdom, is the ultimate sales resource: a set of everyday tools that everyone should use if they want to succeed in a sales career, or any career. It is also the ultimate life resource because we are always selling ourselves, whether we realize it or not, at home, at work, with friends, everywhere." —Chris L. Logue President, Independent Bank

About the Author CHUCK BAUER has more than twenty years of experience in sales, speaking and coaching. He is a nationally recognized sales trainer and sales coach. His expertise takes him throughout North America delivering inspiring and informative workshops for small groups all the way up to Fortune 100 companies. Learn more at www.chuckbauer.com and www.cbsalestools.com.