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Terri Levine

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SELL *without* SELLING

Lessons from the Jungle for Sales Success



TERRI LEVINE

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Terri Levine : Sell Without Selling: Lessons from the Jungle for Sales Success before purchasing it in order to gage whether or not it would be worth my time, and all praised Sell Without Selling: Lessons from the Jungle for Sales Success:

0 of 0 people found the following review helpful. Not worth itBy HaveagreatdayShouldn't have trusted those reviews... I don't like giving one-star reviews, and usually only do so when I felt ripped off in some way--here it was the price and wasted time, and especially all the positive, five-star reviews.If you have a very basic knowledge of selling, you

don't need this book. I've gotten more from numerous free articles on the internet, lol. Book tips: Sell yourself. Listen to the other person. Sell quality goods. Contact/ follow up. Have a positive attitude. See?Also, I would have also much preferred to not have most of the stories--after the first few, I found myself skimming them, and then skipping them.2 of 2 people found the following review helpful. Training whells for the sales processBy Scott Sylvan BellThis is a powerful book for a few reasons. The book is written in the form of a story which makes it easy to remember. The characters in the book are all people that we can relate to even though some of the characters are animals. The book is well written and it is short, for mast people maybe 2 hours to read. The story line is as much about customer service as it is about sales.This book isn't the same old template of here is how you deal with the person and now here is how you close them. The ability to sell yourself goes much further then pushing a product or a service. Your clients will respect you for honesty and integrity and even though that may not put money in your bank account now at some point in the future it will.Highly recommended for anybody who just wants to get better at sales. This book is not glitz and glam but it will help you or your sales team.The sales tips at the end are good reminders of how to sell0 of 0 people found the following review helpful. Great readBy Jon D. McKannaIt was good to get back to the core of relationship building as a salesperson. Being real matters and companies want authenticity and reliability over a long period of time!

Levine delivers a delightful fable that tackles the issue many salespeople face daily--in their hearts they hate to sell. It instantly engages anyone who sells with the story of a young business student and her struggle to learn a way to sell with ease.

About the AuthorDr. Terri Levine, The Guru of Coaching, is a Master Certified Coach, bestselling author, and a sales-coaching and training expert. She created the world renowned ""Selling-Without-Selling"" program that has been delivered to corporations worldwide. Terri has an impressive track record using her sell-without-selling approach and was number one in sales for several national organizations before starting her own sales coaching company and teaching her proprietary Selling-Without-Selling method to others. She holds a PhD in Organizational Behavior and founded the leading coach-training organization, The Coaching Institute. She is a riveting speaker and engaging coach who loves to shift organizations and their sales teams to learn how to sell with ease and give up the old, traditional sales methods that don't work with today's smart customers. She believes in selling from the heart and simply helping people to do what they love to do...buy!