

(Mobile pdf) Selling When No One is Buying: Growing Prospects, Clients, and Sales in Tough Economic Times

Selling When No One is Buying: Growing Prospects, Clients, and Sales in Tough Economic Times

Stephan Schiffman


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



Selling When No One Is. Buying

Growing Prospects, Clients, and
Sales in Tough Economic Times

 Download

 Read Online

#1558667 in eBooks 2009-05-18 2009-05-18 File Name: B004HYHEFE | File size: 43.Mb

Stephan Schiffman : Selling When No One is Buying: Growing Prospects, Clients, and Sales in Tough Economic Times before purchasing it in order to gauge whether or not it would be worth my time, and all praised Selling When No One is Buying: Growing Prospects, Clients, and Sales in Tough Economic Times:

2 of 2 people found the following review helpful. Good advice for a tough sales environmentBy Steven

ChambersStephan Schiffman's is a salesperson's sales trainer. I have read several of his books and find provides solid advice that anyone in sales can immediately put into effect to boost their sales performance. This book is no different.Selling When No One is Buying: Growing Prospects, Clients, and Sales in Tough Economic Times is necessary reading for anyone selling in this tough and challenging economy. When there are good times and the selling is easy we tend to form bad habits. When things shift and we enter into a bad economic period (recession? Depression?) we need unlearn these bad habits and get back to basics. The book does a fine job of reviewing the basics with some twists to meet and overcome the challenges associated with a changing sales environment, what the author calls a new paradigm.This book was quick read, starting up with attitude and going through the steps needed to sell in a tough economy...planning, preparation, reviewing yourself and your clients, how to prospect more aggressively and effectively, etc. I really enjoyed the book and found several nuggets I intend to immediately put into practice in my own sales career.It is my belief that the easy sales environment we enjoyed over the past few years will not be back anytime soon for a lot of industries and markets. In order to survive and thrive in this new environment we need to adapt our sales methods to think and operate differently. This book is a good start in that direction. Read it, take his advice and start selling more.1 of 1 people found the following review helpful. selling when no one is buyingBy Mark A. Teitelbaumi didn't find anything unique that hasn't been written in any other sales book that i've read2 of 2 people found the following review helpful. YawnBy CustomerWhen the author diverges from patting himself on the back, he is simply rehashing what we have all already read a dozen times in any other sales training book.Sorry - but I can't help but picture a tired, old, consultant working his way through a power point in a half-dead room of people who would rather be somewhere else.

Times are tough all over. Wall Street is shivering and consumer confidence is dropping like a rock. Yet it's possible for the enterprising salesperson to still gain prospects, sign new clients, and close the deal. All it takes is persistence, energy, some new thinking, and the advice of Stephan Schiffman, American's top corporate sales trainer. Schiffman shows you how to:Treat customers individuallyMake life easier for customers in bad timesShow that bad times won't last foreverReorient their thinking now to prepare for the future Across America, the sales landscape is changing swiftly. But even in an economic downturn, salespeople can surviveand thrive! The key to success is to learn how to sell when no one is buying.

"If there is a serious recession, learning how to keep on selling in a recession will be vital. Sales training might well be the key." (CeoConsultant.com)"About the AuthorStephan Schiffman (New York, NY) has trained more than a half-million salespeople at first such as ATT, Information Systems, Chemical Bank, Manufacturerrrsquo;s Hanover Trust, Motorola, and U.S. Health Care. He is president of D.E.I. Management Group and is the author of such bestselling books as Cold Calling Techniques (That Really Work!) and Closing Techniques (The Really Work!).