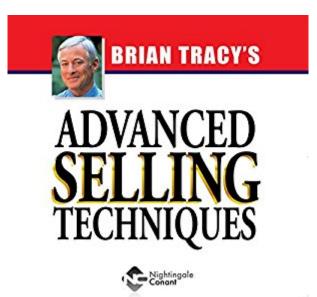
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Advanced Selling Techniques





Synopsis

Shatter sales records with Brian Tracy's revolutionary selling tactics. You're a sales professional. It's what you were meant 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

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