

The book was found

Overcoming Top Sales Objections: How To Handle The Most Difficult Sales Objections To Closing A Sale, Made For Success



Overcoming Top Sales Objections

How to Handle the Most Difficult Sales Objections to Closing a Sale

Featuring Tom Hopkins, Zig Ziglar, and Bryan Ferryman

- Overcome Objections with Ease
- Control Your Voice Injections
- Close More Sales



Synopsis

Do you have a process that you can use to overcome even the most bizarre sales objections? Learn how master salespeople smoothly close deals in the face of the world's toughest objections. In this audiobook, you'll learn a four-step program taught by IBM and Xerox that has proven to produce top-performing salespeople in their industry. This needs-based approach will help you overcome objections with ease and close a higher percentage of sales. One of the world's top motivational speakers, Zig Ziglar, will teach you how to adjust your voice inflections to overcome the five most common sales objections. Your voice can make all the difference in phone sales and presentations, so knowing how to control it is key. Also in this audio program, Tom Hopkins, America's number-one sales trainer, shows you how to find out what people are willing to pay for your products and services. Never before has a more comprehensive collection of sales expertise from best-selling authors been assembled. Usher your career into the top two percent of sales achievers by learning these advanced techniques for handling sales objections.

Book Information

Audible Audio Edition

Listening Length: 3 hours and 12 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Made for Success, Inc. and Blackstone Audio, Inc.

Audible.com Release Date: October 7, 2014

Language: English

ASIN: B00O9GMNAG

Best Sellers Rank: #111 in Books > Audible Audiobooks > Business & Investing > Marketing & Sales #257 in Books > Business & Money > Marketing & Sales > Sales & Selling #1054 in Books > Business & Money > Personal Finance

[Download to continue reading...](#)

Overcoming Top Sales Objections: How to Handle the Most Difficult Sales Objections to Closing a Sale, Made for Success Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips, sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) Overcome Objections Like a Pro: Over 100 Winning Scripts for Overcoming Objections for Insurance Agents and Financial Advisors The Sales Mastery Academy: The Selling Difference - From Prospecting to Closing (Made for Success Collection) (Made for

Success Collections) Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) Follow Up and Following Through in Car Sales - Salesperson and Sales Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) Close That Sale!: The 24 Best Sales Closing Techniques Ever Discovered Sales Success: Motivation From Today's Top Sales Coaches (Audio Success) Difficult Conversations Just for Women: Kill the Anxiety. Get What You Want. (Similar to Difficult Conversations: How to Discuss What Matters Most and to Crucial Conversations but tailored for women) The Crisis Manual for Early Childhood Teachers: How to Handle the Really Difficult Problems 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters. The Art of Closing the Sale: The Key to Making More Money Faster in the World of Professional Selling The Secrets of Closing the Sale: Included Bonus: Selling with Emotional Logic Secrets of Closing the Sale The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic The Secrets of Closing the Sale McGraw-Hill Education: Top 50 ACT English, Reading, and Science Skills for a Top Score, Second Edition (Mcgraw-Hill Education Top 50 Skills for a Top Score) McGraw-Hill Education: Top 50 ACT Math Skills for a Top Score, Second Edition (Mcgraw-Hill Education Top 50 Skills for a Top Score) Fat Witch Bake Sale: 67 Recipes from the Beloved Fat Witch Bakery for Your Next Bake Sale or Party Difficult Decisions in Colorectal Surgery (Difficult Decisions in Surgery: An Evidence-Based Approach)

[Dmca](#)