### **Big League Sales Closing Techniques**

#### Mike Brooks

### **Big League Sales Closing Techniques** Les Dane,1971 **Closing the Sale**,

Silver Bullet Selling G.A. Bartick, Paul Bartick, 2008-10-27 Based on ten years of extensive research and interviews with thousands of top sales performers in a variety of industries, Silver Bullet Selling reveals the secrets all great sales professionals have in common. It's not what you say that determines your success in sales; it?s how you execute the sales process to create a unique buying experience for customers. This book shows you how to apply the silver bullet selling method to launch your sales through the roof. Read it, and fire away at the competition.

Big-League Salesmanship Bert H. Schlain,2016-11-11 Techniques that RAISE YOUR SCORE IN SELLING How a Big League salesman plans his time, builds a prospects interested proves his points. How a Big League salesman sizes up his prospects, appeals to their self-interest, makes his product look indispensable. How a Big League salesman turns complaints into reorders, finds leads everywhere, builds his own public relations program. How a Big League salesman finds out important information, gets ready for an interview, gets "over the fence" to his sale. How to give yourself a 25 per cent raise—right away How to make money in the first 30 seconds of a call How to make appointments that people are glad to keep How to make your sale 50 per cent sure—before your interview How to turn "I can get it cheaper" into "I'll buy now" How to turn and objection into a reason to buy now How to make it easy for your prospect to sell himself How to show extra value in anything you sell How to build a hard-hitting presentation How to develop the will to win HERE IS a treasure-chest of professional selling techniques, written for the man who has his eye on more sales, more income, and steady advancement. In this clearly written book you will find sure techniques for developing prospects—ways to open doors that rarely open. You will see how to give a really effective sales presentation, close a sale, make one sale lead to another—build steady, profitable accounts. Each chapter points out not only what to do but tells you how to do it. As a "refresher course" for the veteran or as an eye-opener for the rookie, big league salesmanship builds your ability, confidence and enthusiasm...gives you the know-how that backs up every sale.

**Power Phone Scripts** Mike Brooks,2017-06-26 Start closing sales like top producers! Have you ever found yourself at a loss for what to say when the gatekeeper asks you what your call is about? Have your palms ever sweated when the decision

maker shuts you down with: "I wouldn't be interested"? Has your heart taken a fast dive into your stomach when, at the start of your presentation, your prospect tells you that they've thought about it and are just going to pass? If you're in sales, then the guestion isn't "Have you ever felt this way?", but rather, "How often do you feel this way? Are you finally ready to learn how to confidently and effectively overcome these objections, stalls, and blow-offs? If so, Power Phone Scripts was written for you! Unlike other books on sales that tell you what you should do (like build value - hard to do when the prospect is hanging up on you!), Power Phone Scripts provides word-for-word scripts, phrases, questions, and comebacks that you can use on your very next call. Learn to overcome resistance, get through to the decision maker, and then, once you have him or her on the phone, make an instant connection and earn the right to have a meaningful conversation. You'll be equipped with proven questions, conversation starters, and techniques to learn whether or not they are even right for your product or service, and, if they aren't, who else in their company or another department might be. Power Phone Scripts is the sales manual you've been looking for: over 500 proven, current, and non-salesy phrases, rebuttals, questions, and conversation openers that will instantly make you sound more confident - just like the top producing sales pros do right now. Gone will be your call reluctance; gone will be your fear of calling prospects back for presentations and demos; gone will be the fear of asking for the sale at the end of your pitch! This practical guide is filled with effective scripts for prospecting, emailing, voice mails, closes, and tons of rebuttals to recurring objections you get like: "It costs too much" "We already have a vendor for that" "I'm going to need to think about it" "I need to talk to the boss or committee" and so many others... More than just phone scripts, this book provides practical, comprehensive guidance that every inside sales rep needs. Conquer concerns, provide answers, motivate action, and be the conduit between your prospect's problems and your solution. Actionable, fun, and designed to work within the current sales environment, this invaluable guide is your ticket to the top of the leader board. With Power Phone Scripts, you will never be at a loss of what to say to a prospect or client. Communication is everything in sales, and being on top of your game is no longer enough when top producers are playing a different game altogether. You cannot achieve winning stats if you're not even on the field. If you're ready to join the big league, Power Phone Scripts is the playbook you need to win at inside sales.

How to Sell Anything to Anybody Joe Girard, 2006-02-07 Joe Girard was an example of a young man with perseverance and determination. Joe began his working career as a shoeshine boy. He moved on to be a newsboy for the Detroit Free Press at nine years old, then a dishwasher, a delivery boy, stove assembler, and home building contractor. He was thrown out of high school, fired from more than forty jobs, and lasted only ninety-seven days in the U.S. Army. Some said that Joe was doomed for failure. He proved them wrong. When Joe started his job as a salesman with a Chevrolet agency in Eastpointe, Michigan, he finally found his niche. Before leaving Chevrolet, Joe sold enough cars to put him in the Guinness Book of World Records as 'the world's greatest salesman' for twelve consecutive years. Here, he shares his winning techniques in this step-

by-step book, including how to: o Read a customer like a book and keep that customer for life o Convince people reluctant to buy by selling them the right way o Develop priceless information from a two-minute phone call o Make word-of-mouth your most successful tool Informative, entertaining, and inspiring, HOW TO SELL ANYTHING TO ANYBODY is a timeless classic and an indispensable tool for anyone new to the sales market.

Exactly How to Sell Phil M. Jones, 2018-01-31 The sales guide for non-sales professionals Exactly How to Sell walks you through a tried and true process that draws on time tested methods that are designed to attract and keep more customers. No matter what you are selling (yourself, your product or your services) this simple read is certain to provide you actionable strategies to deliver you more of the sales results you are looking for. Inside, Phil M. Jones writes from experience and explains how to get more customers and keep them all happy—while they're spending more money, more often. Using simple, practical, and easy-to-implement methods in line with the modern business landscape, Phil educates and guides you, giving you the confidence you need to develop the skills you need to win more business. Boost your salesmanship to support your core profession Create intent in a buyer and scenarios where everybody wins Choose your words wisely and present like a pro Overcome the indecision in your customers and close more sales Manage your customer base and have them coming back for more If you want to up your sales game, Exactly How to Sell shows you how.

The Altman Close Josh Altman, 2019-04-09 Land the deals you want and develop your instincts with million-dollar negotiation techniques After selling over \$3 Billion in real estate, including the most expensive one-bedroom house in history, Josh Altman, co-star of the hit show Million-Dollar Listing Los Angeles, wants to teach you the real estate sales and negotiation tactics that have made him one of America's top agents. Buying or selling a house, whether for a client or yourself, is one of the most important (and most stressful) deals anyone can make, demanding emotional intelligence and a solid set of negotiating skills. But by mastering the same techniques that sell multi-million-dollar homes in Bel Air and Beverly Hills, you can attract buyers and close deals on any property. Josh breaks down the art of real estate into three simple parts. First, he'll help you get business in the door during the Opening. Then he takes you step-by-step through the Work: everything between the first handshake and the last. And finally, the Close, the last step that ensures all your hard work pays off as you seal the deal. Learn how to open with a prospect, work the deal, close, open, and repeat Build and market your reputation, creating more sales opportunities Develop the traits of a closer in you and your team Drive the deal forward and get the best price for your property by creating desire, scarcity, and demand Successful real estate sales are driven by the same principles, whether they happen in the Hollywood Hills or just down the street. Josh wants to put those principles, and the techniques for applying them, in your hands. Learn them and discover what you can achieve.

**The Science of Selling** David Hoffeld,2022-02-08 The Revolutionary Sales Approach Scientifically Proven to Dramatically Improve Your Sales and Business Success Blending cutting-edge research in social psychology, neuroscience,

and behavioral economics, The Science of Selling shows you how to align the way you sell with how our brains naturally form buying decisions, dramatically increasing your ability to earn more sales. Unlike other sales books, which primarily rely on anecdotal evidence and unproven advice, Hoffeld's evidence-based approach connects the dots between science and situations salespeople and business leaders face every day to help you consistently succeed, including proven ways to: - Engage buyers' emotions to increase their receptiveness to you and your ideas - Ask questions that line up with how the brain discloses information - Lock in the incremental commitments that lead to a sale - Create positive influence and reduce the sway of competitors - Discover the underlying causes of objections and neutralize them - Guide buyers through the necessary mental steps to make purchasing decisions Packed with advice and anecdotes, The Science of Selling is an essential resource for anyone looking to succeed in today's cutthroat selling environment, advance their business goals, or boost their ability to influence others. \*\*Named one of The 20 Most Highly-Rated Sales Books of All Time by HubSpot

Game Plan Selling Marc Wayshak,2012-05 In today's technology-saturated world, information is cheap. The Internet has changed everything for prospects-not to mention for the salespeople who hope to win their business. Prospects no longer need that big sales pitch touting all the features and benefits of a product. What's more, they have come to resent old-school selling techniques. As Marc explains in Game Plan Selling, winning the business of well-informed prospects is very similar to winning in sports. Consistent success-both in sales and on the field-requires a distinct strategy, a repeatable process and a clear plan to execute with commitment and passion. In this highly practical book, you will learn how to: Separate yourself from the competition; Use a simple system to close sales more quickly and with greater frequency; and Create a personal selling plan to virtually guarantee success.

<u>Closing Techniques (That Really Work!)</u> Stephan Schiffman,2009-02-18 Many salespeople can line up prospects, recite the benefits of their product or service, and stir the interest of their client. But when it comes to actually closing the deal, they fail and the sale falls apart. That's where sales guru Stephan Schiffman comes in—and saves the sale. In this book, Schiffman reveals the pioneering techniques that have helped more than half a million salespeople nail the sales that matter. This book includes chapters on: the four words to avoid during meetings why salespeople shouldn't mix business with pleasure the most important word when closing a sale working existing accounts

Way of the Wolf Jordan Belfort,2017-09-26 Jordan Belfort—immortalized by Leonardo DiCaprio in the hit movie The Wolf of Wall Street—reveals the step-by-step sales and persuasion system proven to turn anyone into a sales-closing, money-earning rock star. For the first time ever, Jordan Belfort opens his playbook and gives you access to his exclusive step-by-step system—the same system he used to create massive wealth for himself, his clients, and his sales teams. Until now this revolutionary program was only available through Jordan's \$1,997 online training. Now, in Way of the Wolf, Belfort is ready to unleash the power of persuasion to a whole new generation, revealing how anyone can bounce back from devastating

setbacks, master the art of persuasion, and build wealth. Every technique, every strategy, and every tip has been tested and proven to work in real-life situations. Written in his own inimitable voice, Way of the Wolf cracks the code on how to persuade anyone to do anything, and coaches readers—regardless of age, education, or skill level—to be a master sales person, negotiator, closer, entrepreneur, or speaker.

The Hook Richard Krevolin,2015-11-23 Corporations can no longer just worship the bottom line. Consumers and customers want to be associated with brands that align with their values. For business success today, your company needs to tell a compelling story that creates engagement, word-of-mouth, and brand loyalty. The Hook gives you a proven methodology to create a compelling narrative, then shows you how to share your story with the world and get consumers and customers to listen to and remember your message. More specifically, The Hook will teach you how story-selling can be used as an incredibly powerful instrument to: Create an emotional connection between your organization and its target market, or between a product and consumers. Generate interest, enthusiasm, and support for a person, company, or product. Demonstrate the benefits and potential of any product, service, company, or individual. Create a culture of inclusion for any company or product. Enhance staff commitment to mission and objectives. Improve the power, tone, and texture of speeches, proposals, presentations, and printed materials.

Do It! Marketing David Newman,2013-06-17 Discover the principles, practices, and insider secrets of paid professional speaking success in 77 instant-access "microchapters" that will help you market your smarts, monetize your message, and dramatically expand your reach and revenue. For thought-leading CEOs, executives, consultants, and entrepreneurs, the true test of your personal brand comes down to one simple question: When you speak, do people listen? In Do It! Speaking, nationally-acclaimed marketing expert and host of the The Speaking Show Podcast David Newman teaches you how to build a thriving speaking career. Regardless of the speaking venue: in-person events, virtual appearances, conference stages, and any other place where you are being paid to share your expertise with an audience, the powerful articulation of your value, relevance, and impact is what makes experts stand out. But where do you start when you're trying to build your speaking platform? This book is the definitive guide on how to: Develop your speaking-driven revenue streams. Quickly commercialize your knowledge in today's economy. Bolster your visibility, credibility, and bank account. Become a better messenger of your company's message and dominate your marketplace. Do It! Speaking shows you the inside track on marketing, positioning, packaging, prospecting, outreach, sales, and how to get more and better speaking gigs on behalf of your company, your brand, and yourself.

The Cult of Smart Fredrik deBoer,2020-08-04 Named one of Vulture's Top 10 Best Books of 2020! Leftist firebrand Fredrik deBoer exposes the lie at the heart of our educational system and demands top-to-bottom reform. Everyone agrees that education is the key to creating a more just and equal world, and that our schools are broken and failing. Proposed

reforms variously target incompetent teachers, corrupt union practices, or outdated curricula, but no one acknowledges a scientifically-proven fact that we all understand intuitively: Academic potential varies between individuals, and cannot be dramatically improved. In The Cult of Smart, educator and outspoken leftist Fredrik deBoer exposes this omission as the central flaw of our entire society, which has created and perpetuated an unjust class structure based on intellectual ability. Since cognitive talent varies from person to person, our education system can never create equal opportunity for all. Instead, it teaches our children that hierarchy and competition are natural, and that human value should be based on intelligence. These ideas are counter to everything that the left believes, but until they acknowledge the existence of individual cognitive differences, progressives remain complicit in keeping the status quo in place. This passionate, voice-driven manifesto demands that we embrace a new goal for education: equality of outcomes. We must create a world that has a place for everyone, not just the academically talented. But we'll never achieve this dream until the Cult of Smart is destroyed.

The Art of Selling to the Affluent Matt Oechsli, 2010-12-14 This insightful book shows salespeople how to meet the needs of affluent clients from the initial contact, to the sales presentation, to providing the level of service and quality they expect, to securing them as long-term customers. Based on extensive research of the buying patterns and expectations of the wealthy, this step-by-step sales guide reveals the secrets of attracting and keeping wealthy clients for life, boosting sales and repeat business. The Art of Selling to the Affluent is also a crash course in the world of the wealthy, giving you the understanding you need to satisfy and retain these profitable top-dollar clients.

What it Means to Be Human Wolfgang Fries, 2020-11-18 What It Means to Be Human What is a Human? Is it, as science wants you to believe, a creature that arose from mud or, as the priest tells you, a being of soul-motivated flesh? What and who are you? One thing for sure, dead matter doesn't think! In this book, Wolfgang Fries critically examines the age-old philosophical question of what it means to be human using straight talk and common sense. One thing is certain. You are alive and try to live a life as a human being. You have your notions of how to live your life, but your ideas regarding life are countered by certain intentions, which make life a difficult and complicated task. So we have these two things, your notions and counter intentions, which give you a frame of living. To subsist in life, a certain amount of knowledge and understanding is necessary. But to establish understanding, knowledge has to be evaluated with respect to right and wrong, important and unimportant. The author maintains that only by understanding the complex issues that present themselves today will the human being be able to achieve personal goals and survive in this world. He covers such timely topics as coping with stress, fake news, the influence of the media, big pharma, big government, rampant materialism, illnesses and the novel coronavirus. No prior knowledge of moral philosophy is necessary to benefit from what readers will surely find to be an indispensable book.

Philosophy of Life - The Book of Basics Wolfgang Fries, 2022-12-09 Philosophy should give the human being a mental

basis that will allow man to lead a happy life and solve the problems of the now. Philosophy does not consist of making things complicated and incomprehensible like today's degenerate philosophies do. In this book, no philosophical phrases are discussed in order to play mental soccer. This book gives basics about life, which one can apply to lead to a fulfilled, happy existence. Basic questions about life itself are solved. What is life? What is man? Is it that a creature arose from mud by chance as science tells you? Or is it that matter is motivated by a soul as the priest makes you believe. Why does man think the way he thinks? What is the goal of existence?

Ask Ryan Levesque,2019-07-02 The go-to guide for small-business owners and entrepreneurs to discover exactly what consumers want to buy and how to get it to them. As a small-business owner, entrepreneur, or marketer, are you absolutely certain that you know what your customer wants? And even if you know what your customer wants, are you sure that you are able to clearly communicate that you offer the exact thing that they are seeking? In this best-selling book, Ryan Levesque lays out his proven, repeatable, yet slightly counterintuitive, methodology for understanding the core wants and motivations of your customer. Levesque's Ask Method provides a way to discover what customers want to buy by guiding them through a series of questions and customizing a solution from them so they are more likely to purchase from you. And all through a completely automated process that does not require one-on-one conversations with every single customer. The Ask method has generated over \$100 million in online sales across 23 different industries and counting. Now it is your turn to use it to create a funnel, skyrocket your online income, and create a mass of dedicated fans for you and your company in the process.

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