



AMAZING SALES SECRETS: Training to Sell Like A Pro with the closing power Emotion Influencing!

Jack Gregory Master Closer

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Emotions are feeling and when used correctly, they can influence more sales for you than any other sales tool. Never before has so much detail been explained on how to take charge of your prospect at introduction, during the presentation and closing the deal by using Emotional Sales Techniques and Strategy that you can learn easy and quickly-

This ebook was written by a timeshare Master Closer that personally sold over 40 million dollars in memberships and trained others to sell millions more as well. Twenty years of sales experience reinforced with psychology and sociology support provided for a powerful sales mix that can easily become the new trend in selling prospects. Ask any psychologist, "why do people buy" and they will tell you that people think with their heads buy they make decisions with their heart.

Emotions are the influencing factors. Nothing will happen unless emotions are involved. Today, sales are fluctuating possible caused by a world economy that is weakened. The news carried by the news media spreads gloom which is heard and seen by the general public. To be able to turn these people many of which are possessed with the very strong emotion of "fear", takes training.

The training needed to effectively neutralize the prospects strong "negative" emotion is effective use of strong "positive" emotions tactfully used at the introduction, the presentation and the close in a sales situation. Unfortunately the world concentrated on using emotions in scientific realms of psychiatry until other professionals in psychology and sociology found a significant overlap into human emotional influencing. This is where I enter the picture.

Twenty plus years of sales experience in sales generation, managing sales people and training as well has provided me with a creative mind that almost immediately found the corroboration that I was looking for as I was studying psychology. I felt all along that the prospect in a sales presentation needed to have their reactions in the sales procedure explored but, this was a new approach. An approach that had never or very rarely been analyzed that use emotions in a sales presentation. Once that began, another important piece of the puzzle was put into place. When you use an emotional word targeted at the prospect, the prospect will respond in some fashion. This response became extremely important to sales because it was the prospect's feelings that were expressed. This gave a salesperson direction to sell.

This ebook contains some of the most important sales material that focuses on emotions and emotional reactions. This in my opinion, is the future of sales! All sales regardless of the source. I reduced my selling price from \$29.95 to only \$9.87 in the hopes that you and more interested, creative professionals will buy, read and spread the word.

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book possess such as help improving your proficiency and your critical thinking way. So , still want to delay having that book? If I were you I will go to the book store hurriedly.

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