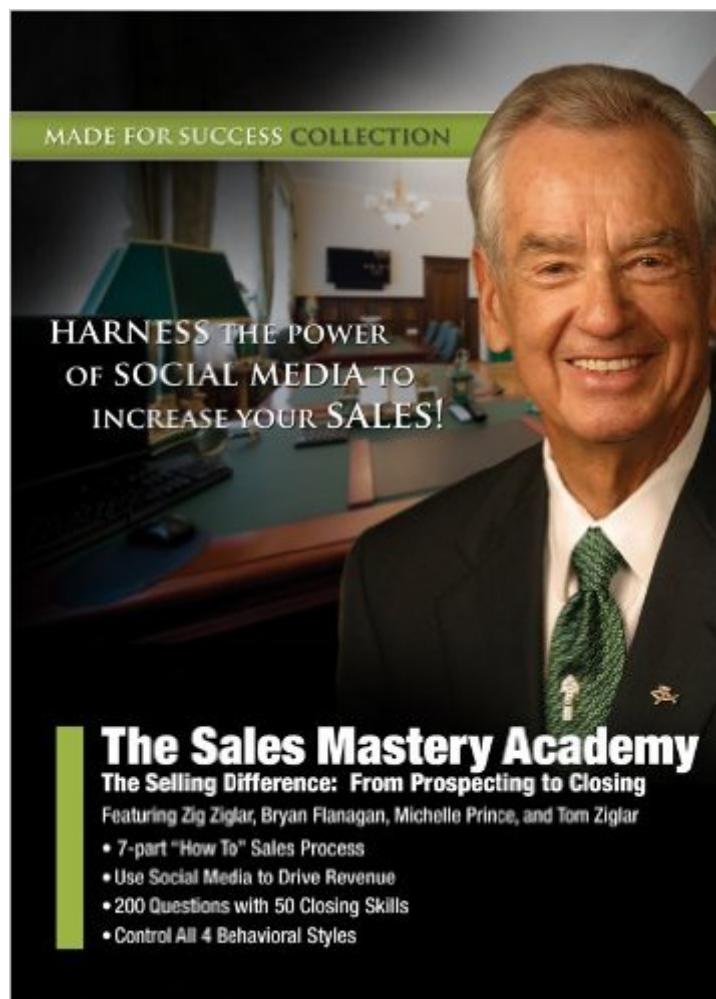


The book was found

# The Sales Mastery Academy: The Selling Difference - From Prospecting To Closing (Made For Success Collection) (Made For Success Collections)



## **Synopsis**

Includes 1 bonus PDF workbook! Learn to harness the power of social media to increase your sales! This multi-session audio program is designed to prepare a sales professional to move to the next level of success in this evolving profession. Rapid technological changes in the workplace have created new demands for sales professionals. Now that the world is flat from a sales territory viewpoint, cross cultural negotiation abilities have created a need for a new skill set in the world of selling. The Sales Mastery Academy has the answers, including sales prospecting skills, negotiation techniques, foolproof closing methods from the Master Closer, overcoming objections with the LQET formula, and of course, how to get and stay motivated. The concepts and skills outlined by three of the most sought after experts in their field will enable you to arrive with confidence and comfort. In this nine-part audio is a proven step-by-step process to guide you through the evolution of the sales profession. Learn how to set and achieve your goals with Zig Ziglar's unique seven-step goal attainment procedure, and learn the fundamental skills to meeting the changes with prospects and customers. In many cases, the sales cycle is longer and there are more people and departments involved in decision making. Learn how to turn any product into a "solution." Our customers, the economy, corporate profits, and social responsibilities are changing. How are you responding to these changes? Get equipped to compete and win more deals.

## **Book Information**

Series: Made for Success Collections

Audio CD

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Product Dimensions: 5.2 x 1.5 x 5.8 inches

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Average Customer Review: 5.0 out of 5 starsÂ  See all reviewsÂ  (7 customer reviews)

Best Sellers Rank: #904,110 in Books (See Top 100 in Books) #51 inÂ  Books > Books on CD > Business > Sales #88 inÂ  Books > Books on CD > Business > Investing #648 inÂ  Books > Books on CD > Business > General

## **Customer Reviews**

We purchased this to share with our sales people in our small flooring business. My husband had studied Zig Ziglar's sales methods years ago and found his methods to be very good for relationship selling. We have downloaded the CDs to our sales staffs' computers to listen to along with the workbook (printed from the CDs) during their work day.

Though I've heard many of his anecdotes before, I thoroughly enjoyed this series. It comes with a print able workbook which helps follow his concepts and allows you to take notes for review.

Great collection I will listen to over and over. A lot of expertise is represented in this collection. Closing techniques are especially useful in overcoming obstacles to the sale.

Zig is great I've been listening to him on discs and tapes since the early 80s. If you're in sales or want to be, he should be in your list. Buy the sets of Zig Ziglar, you'll want to listen over and over

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The Sales Mastery Academy: The Selling Difference - From Prospecting to Closing (Made for Success Collection) (Made for Success Collections) Sales: A Beginner's 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) 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) Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) Overcoming Top Sales Objections: How to Handle the Most Difficult Sales Objections to Closing a Sale, Made for Success 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 Psychology of Selling: The Art of Closing Sales Fanatical Prospecting: The Ultimate Guide for Starting Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, E-Mail, and Cold Calling Fanatical Prospecting: The Ultimate Guide to Opening Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, Email, Text, and Cold Calling Sell to Anyone: America's Top Sales Experts on Becoming a Selling Superstar (Made for Success Collection) 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) Gotham Academy Vol. 1: Welcome to Gotham Academy

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