

The Salesperson Paradox A Strikingly Simple Way To Provide Solutions Your Customers Cant Say No To

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The Salesperson Paradox A Strikingly

The Salesperson Paradox will show you exactly how to create, position, and provide these solutions. It's a solution selling playbook packed with instantly implementable sales tools, guides, and frameworks. It's sales coaching aided by sales training. It's sales strategy backed by sales tactics.

The Salesperson Paradox: A Strikingly Simple Way to ...

The Salesperson Paradox: A Strikingly Simple Way to Provide Solutions Your Customers Can't Say No To Kindle Edition by Douglas Vigliotti (Author)

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Douglas Vigliotti - What is The Salesperson Paradox?

"The Salesperson Paradox "is a great book on selling and must read for personal development. This book would be a worthwhile addition to your sales library. Read it, apply the "simple concepts" but most notably utilize the key tactics, quality interactions and customer first focus that will surely change your personal vision and open doors that you never knew existed.

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The salesperson paradox directs performance. To improve selling performance you have to move away from selling into helping. It is centered on the customer. Doug contrasts that with self-centeredness. Humans are innately self-centered but focusing on your own needs doesn't serve the customer. Helping needs to be your first goal. The successful sales path is: help the customer, then make quota, then make money.

The Salesperson Paradox & Optimizing Daily Routines ...

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