

1. Record Nr.	UNINA9910150492803321
Autore	McCord Paul
Titolo	Creating a Million Dollar A Year Sales Income : Sales Success Through Client Referrals
Pubbl/distr/stampa	Gildan Audio
ISBN	1-4690-5618-6
Lingua di pubblicazione	Inglese
Formato	Musica
Livello bibliografico	Monografia
Sommario/riassunto	<p>Developing a solid referral base is the single most important and difficult task you face as a salesperson. Now you too can achieve results like the sales megastars. In Creating a Million-Dollar-A-Year Sales Income, master sales trainer Paul McCord sets out a detailed, yet flexible course of action that has been proven to generate referrals in virtually any sales system or environment and in any industry. This easy-to-listen to, conversational reference guide features compelling real-world examples of common sales mistakes and solutions that will transform lost opportunities into real prospects. You'll discover how to:-</p> <ul style="list-style-type: none"> <li>- Generate a large number of qualified referrals from each of your clients-</li> <li>- Turn your clients into your personal sales team-</li> <li>- Negotiate for more referrals-</li> <li>- Avoid the most costly mistakes salespeople make-</li> <li>- Guarantee future generations of referrals-</li> <li>- Increase your sales production and income by 200, 300, or even 1,000 percent in just months</li> </ul>