



How To Get Someone To Buy Something: Fear And Loathing Of Cold Calls & Closing

Larry Grimes

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Everyone is a salesperson, selling themselves, their ideas and their decisions. Learn to sell as if your life depends on it (because it does). 80% of Everything You Need to Know About Selling Anything to Anyone Without FEAR OR REJECTION. With the recent and rapid innovations in technology and social networking, the process of selling has advanced dramatically. Much of the available literature on sales is very outdated. Still, some of the traditional knowledge is still valid. Knowing the difference seems to be a significant key to success. CHAPTERS Everyone is a Salesperson The Real Secret You, the Salesperson Customers Relationships Presentations Negotiations Follow Through APPENDIXES How to Change Your Own Behavior How to Overcome a Sales Slump How to Overcome Fear and Rejection How to Overcome Anxiety How to Overcome Negative Thinking How to Get Motivated How to Cold Call How to Overcome Objections How to Close a Sale

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