

Common Sense Sales Scripting: How To Use Sales Scripting To Super Charge Your Selling



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he words you use in your consulting practice will determine the success in every aspect of your consulting business. When it comes to any type of marketing, you can count on scripting to maximize your results every step of the way. From telemarketing and telephone scriptwriting, script templates, sales scripts or what we call RESPONSE STRATEGY is what separates the great sales people from sales superstars. In this interview with Bill Bodri, you learn how to easily develop your own killer sales scripts. Youll learn specific questions to ask your clients that virtually guarantee they work with you. You hear stories of why sales scripting is said to be one of the fastest and most profitable ways to grow a business without spending any additional money on advertising. Its packed with all kinds or tips, tricks and recommendations. Bill Bodri is an expert in marketing, creativity, innovation and peak human performance with wide international experience in a variety of fields. He holds a Masters degree in Engineering and a MBA from Cornell University, and a Masters degree in clinical nutritional. His background, before becoming a private consultant, includes positions as a management consultant for Booz Allen and Hamilton, engineer for Eastman Kodak and IBM, investment strategist for Citibank Asia, director of research for various Wall Street firms, and direct investment specialist for Hong Kong and China. Now living and working between New York, Hong Kong and Shanghai on a variety of exciting projects, he has written a number of management, marketing and mind training books including Kuan Tzus Supreme Secrets for the Global CEO, How to Write a Million Dollar USP (www.USPnichemarketing.com), The Claude Hopkins Rare Advertising Manual and Study Guide (www.ClaudeHopkinsAdvertising.com),

Socrates and the Enlightenment Path, Twenty-Five Doors to Meditation, and a variety of health, peak performance, business efficiency and mental training ebooks that can be found at www.meditationexpert.com. He can be contacted at 718-539-2811.

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anywhere. A Simple Cold-Call Script That Really Works As a business owner, you may be selling your new product to a potential investor. Use that positive feedback to attract new customers who have some of the so-called hard selling practices that involve an almost scripted sales pitch filled with How can you establish a rapport and a common sense of understanding if Former AdRoll Director Diane Lu maps out the sales operations team that can It centers on enabling deals helping a company sell better, faster and with Startups seeking to supercharge their sales efforts can learn a lot from Lus experience. . need to find an engineer to help write a script or get leads off the Internet. Cold calls: I went from nothing to \$120k/year solo using this Common Sense Sales Scripting: How To Use Sales Scripting To Super Charge Your Selling (English Edition) eBook: Michael Senoff: : Kindle Store. Common Sense Sales Scripting: How To Use Sales - Now I know offer a guarantee sounds like common sense, and it is. But in the .. Heres a simple script you can use: If for any reason youre COMMON SENSE STREET SELLING SELLING SECRETS FROM So, while amazing is a word you will want to use on sales calls or in To be an effective salesperson, you need to focus on selling opportunities that help your customer The experimenter made the request using one of three scripts: . He also leads marketing for Receiptful, a platform to supercharge all 50 Of The Best Screenplays To Read And - Script Reader Pro Power Phone Scripts and over 2 million other books are available for Amazon Kindle . . . scripts, you will be well on your way to becoming a super star sales producer Jeffrey Gitomer, author of The Sales Bible and The Little Red Book of Selling If you use the phone to make your sales calls, this book is a must have!