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BRIAN TRACY

LEZIONI DI VENDITA

I METODI E LE STRATEGIE
PER DIVENTARE UN VENDITORE DI SUCCESSO
SPIEGATE DA UNO DEI PIÙ GRANDI FORMATORI
DI TUTTI I TEMPI



Brian Tracy Strategie Diventare Venditore

Robert Nelson



Brian Tracy Strategie Diventare Venditore:

Brian Tracy. Lezioni di vendita Phil Maxwell, 2015-11-30 Brian Tracy uno tra i pi famosi e competenti consulenti motivazionali del nostro tempo ha tenuto pi di 300 corsi in audio video e conferenze pubbliche ha scritto una quarantina di libri di successo e il suo pensiero ha coinvolto e ispirato pi di mezzo milione di venditori in tutto il mondo Gli uomini e le donne che sono venuti a conoscenza della psicologia della vendita e del metodo Tracy hanno ottenuto esiti straordinari Per questo l'autore ha raccolto le informazioni sul metodo di Brian Tracy e spiega in questo testo attraverso dirette e concrete lezioni di vendita come metterlo subito in pratica Questo ebook rivolto a tutti coloro che per la prima volta si avvicinano al mondo estremamente complesso e sfaccettato della vendita e che vogliono migliorare le proprie capacit di fare business e cos ottenere il successo

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nell'epoca moderna fondandoli su principi e regole scientifiche che ha potuto verificare su centinaia di migliaia di clienti nel corso di decenni di esperienza diretta e che sono validi ancora oggi. Questo programma pratico ti descrive nel dettaglio i cinque essenziali principi di vendita di Elmer Wheeler e ti mette a disposizione strategie e strumenti operativi per la tua vendita. Puoi usare questo programma per mettere in pratica gli insegnamenti di Wheeler, sfruttare i segreti della vendita scientifica per il tuo lavoro e creare il tuo personale kit di strumenti, frasi ed espressioni da usare per la vendita. Perché leggere questo ebook? Per definire e costruire la migliore strategia di comunicazione e vendere più efficacemente i tuoi prodotti o servizi. Per creare un'esperienza di acquisto piacevole. Per costruire una relazione positiva duratura e appagante con i tuoi clienti. Per aumentare e migliorare le tue vendite acquisendo nuovi clienti. Per fidelizzare e soddisfare i clienti che già hai e renderli tuoi promotori. Per promuovere in modo innovativo ed efficace il tuo brand, prodotto e servizio in qualunque settore e con qualunque budget. A chi si rivolge l'ebook? A privati, a chi ha un'attività, imprenditori e ai liberi professionisti che vogliono improntare una efficace strategia comunicativa. Ai professionisti della vendita che cercano nuove idee e tecniche aggiornate per migliorare le loro performance e così aumentare le vendite. Ai professionisti della comunicazione e direttori di marketing. Agli studenti di comunicazione e marketing. Ai venditori, ai formatori e ai docenti di comunicazione per utilizzare esempi pratici, una guida utile e aggiornata da utilizzare nei loro workshop e corsi.

Il corso per diventare il più grande venditore del mondo. Basato sul bestseller di Og Mandino Robert Nelson, 2003

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