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NEW YORK TIMES BESTSELLING AUTHOR OF THE FRED FACTOR

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JEFF SHORE

Be Bold Win Sale Performance

Tim Mooney, Robert O. Brinkerhoff

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Think Big, Act Bold, Win Fearlessly: The Entrepreneur's Guide to Unshakable Confidence Silas Mary, 2025-02-14 Entrepreneurship requires not only a brilliant idea but also the confidence to act on it This book shows you how to develop the unshakable confidence needed to succeed in the fast paced high stakes world of business You ll learn how to think big take bold action and win fearlessly by embracing risk and overcoming the doubts that often hold entrepreneurs back Through practical advice and inspiring examples this book demonstrates how top entrepreneurs have overcome their fears and achieved extraordinary success by thinking bigger and acting bolder You ll discover how to break free from the constraints of fear and uncertainty step into your full potential and take decisive action to move your business forward With the confidence and clarity gained from this book you ll be equipped to win no matter the obstacles High-Profit Prospecting Mark Hunter, CSP,2016-09-16 Search engines and social media have changed how prospecting pipelines for salespeople are built today but the vitality of the pipeline itself has not The key to success for every salesperson is his pipeline of prospects In High Profit Prospecting sales expert Mark Hunter shatters costly prospecting myths and eliminates confusion about what works today Merging new strategies with proven practices that unfortunately many have given up much to their demise this must have resource for salespeople in every industry will help you Find better leads and qualify them quickly Trade cold calling for informed calling Tailor your timing and message Leave a great voicemail and craft a compelling email Use social media effectively Leverage referrals Get past gatekeepers and open new doors Top producers are still prospecting However buyers have evolved therefore your prospecting needs to as well For the salesperson prospecting is still king Take back control of your pipeline for success Be Bold and Win the Sale: Get Out of Your Comfort Zone and Boost Your Performance Jeff Shore, 2014-01-03 WHAT S THE KEY TO SALES SUCCESS BOLDNESS Jeff Shore shows how to gain the essential confidence that is the first step to a great sales career Neil Rackham bestselling author of SPIN Selling This book is loaded with great ideas to educate inspire and make you unstoppable in sales Brian Tracy bestselling author of Unlimited Sales Success Includes interviews with Daniel Pink Larry Winget Linda Richardson and many others The most common challenge every sales professional must overcome is not indecisive customers inferior products or innovative competitors. It is the discomfort you feel when initiating calls dealing with difficult customers and asking for the sale Sales expert Jeff Shore argues that boldness is required to embrace this discomfort and leverage it to land the sale And it is a skill that can be learned In this inspiring humor filled guide he teaches you How to figure out exactly what inhibits you Why you make certain decisions in moments of discomfort How to train your brain to prepare for uncomfortable moments How your customer s own discomforts affect his or her purchase decisions Featuring self assessment tools hands on exercises and case studies showing Shore s methods in action Be Bold and Win the Sale is an indispensable resource for any sales professional **Unraveling Inner** Potential: Empowering Sales Professionals to Conquer Self-Doubt Antione Stephenson, Unraveling Inner Potential is a

captivating guide that aims to ignite the potential dormant within sales professionals helping them triumph over the notorious shackles of self doubt This empowering masterpiece explores the depths of one s inner workings shedding light on the strategies and insights required for professionals to uncover their true abilities and thrive in the fiercely competitive sales industry With its transformative approach this book serves as a trusted companion enhancing self belief and enabling individuals to fearlessly conquer their personal obstacles Prepare to witness the remarkable journey of sales professionals reclaiming their power and harnessing their innate potential to soar above limitations Clait Plus 2006 Unit 1 Integrated E-Document Production Using Windows XP and Word 2003 CIA Training Ltd, 2005-05 The 1st guide in the CLAIT Plus 2006 series will give you an understanding of files and folders including file protection You will be able to use a word processor to enter and amend data as well as to perform mail merge You will learn how to work with tables and to import and manipulate various objects The guide will teach you the skills needed to apply a specified house style to documents and to check your work for accuracy Endorsed by OCR **Courageous Training** Tim Mooney, Robert O. Brinkerhoff, 2008-06-16 Dozens of books have been written about how to do training more effectively with more impact and so on Yet despite all that well meaning advice of the 70 billion spent on training in the U S only 12 15 percent actually gets applied in ways that contribute tangible value to organizations But Tim Mooney and Robert Brinkerhoff have discovered that some iconoclastic trainers achieve breakthrough results by having the courage to break away from the usual approaches and identify what is really needed and what really works Studying why these bold training leaders were so successful implementing Brinkerhoff and Mooney's High Impact Learning tools and methods led them to distill the principles and practices outlined in Courageous Training Mooney and Brinkerhoff lay out the Four Pillars of Courageous Training illustrating each with real life examples that highlight specific concepts methods and tools Going deeper they delve into the mindset needed to truly transform training which they summarize in the Courageous Training Code And they present four in depth case studies written by training leaders in major organizations showing the audacious actions these leaders took to produce dramatic and measurable business results Follow Up and Close the Sale: Make Easy (and Effective) Follow-Up Your Winning Habit Jeff Shore, 2020-07-14 Award winning sales coach Jeff Shore shows sales professionals how to apply buyer psychology to personalize follow ups serve customers and seal the deal faster What does a sales professional do when the customer says Not yet Companies have invested thousands and even millions of dollars in CRM technology over the past decade but frontline salespeople and sales executives alike are still groping for solutions. The problem of drift a common phenomenon in which a prospect simply forgets about the product offering and goes dark is persistent and rampant Technology doesn't change behavior on its own Behavior is changed by adopting better habits. The fact is 44 percent of salespeople give up after one follow up attempt That sad reality presents a genuine opportunity In Follow Up and Close the Sale Jeff Shore offers research based insights into the customer's buying journey to teach sales professionals how to Create

and maintain Emotional Altitude for the customer Leverage speed as an advantage Personalize follow up to fulfill customer needs and provide value Overcome the mental barriers that make follow up a difficult task Select the right follow up method Stay in touch without annoying the prospect Wake up tired leads Better yet this results oriented book will make the follow up process one often dreaded as a grueling chore to be genuinely enjoyable Effective follow up is relationship based service driven and emotionally positive It s about rituals and routines rhythms and the right attitude It s about not quitting when others give up Follow up is what separates the good from the great The Only Sales Guide You'll Ever Need Anthony Iannarino, 2016-10-11 The USA Today bestseller by the star sales speaker and author of The Sales Blog that reveals how all salespeople can attain huge sales success through strategies backed by extensive research and experience Anthony Iannarino never set out to become a salesman let alone a sales manager speaker coach or writer of the most prominent blog about the art and science of great selling He fell into his profession by accident as a day job while pursuing rock and roll stardom Once he realized he d never become the next Mick Jagger Iannarino turned his focus to a question that s been debated for at least a century Why are a small number of salespeople in any field hugely successful while the rest get mediocre results at best The answer is simple it s not about the market the product or the competition it s all about the seller And consequently any salesperson can sell more and better all the time Over twenty five years Iannarino has boiled down everything he s learned and tested into one convenient book that explains what all successful sellers regardless of industry or organization share a mind set of powerful beliefs and a skill set of key actions including Self discipline How to keep your commitments to yourself and others Accountability How to own the outcomes you sell Competitiveness How to embrace competition rather than let it intimidate you Resourcefulness How to blend your imagination experience and knowledge into unique solutions Storytelling How to create deeper relationships by presenting a story in which the client is the hero and you re their guide Diagnosing How to look below the surface to figure out someone else s real challenges and needs Once you learn Iannarino's core strategies picking up the specific tactics for your product and customers will be that much easier Whether you sell to big companies small companies or individual consumers this is the book you ll turn to again and again for proven wisdom strategies and tips that really work Clait Plus 2006 Unit 1 Integrated E-Document Production Using Windows and Word 2000 Cia Training Ltd Staff, 2005-05 The 1st guide in the CLAIT Plus 2006 series will give you an understanding of files and folders including file protection You will be able to use a word processor to enter and amend data as well as to perform mail merge You will learn how to work with tables and to import and manipulate various objects The guide will teach you the skills needed to apply a specified house style to documents and to check your work for accuracy Endorsed by OCR Quick Course in Lotus 1-2-3 for Windows Joyce Cox, Patrick Kervran, 1992 With this book everyone can put this powerful spreadsheet program to effective use in just a few hours As they create spreadsheets that analyze sales estimate and track project costs predict cash needs and analyze budgets users build spreadsheet templates that they can

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