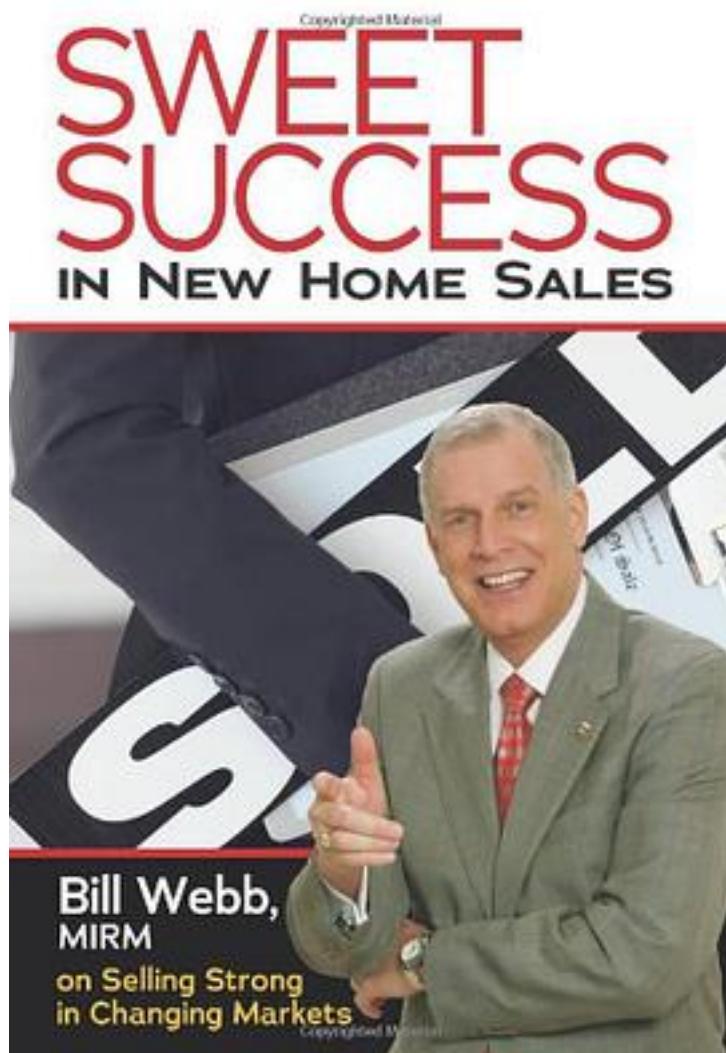


# Sweet Success in New Home Sales



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Bill Webb has a message for the home building industry: The times are changing, and you need to strengthen your selling game. Bill's bold and inspirational strategies for profitable sales techniques ring true to buyers and will work as competition heats up and sales become harder to achieve. Every segment of the new homes industry, builders to sales agents to sales managers to jobsite supervisors, has a powerful role to play in your company's success. Bill takes you step-by-step through a courageous plan to take your company and your personal performance into a whole new dimension. Learn proven winning methods from this nationally renowned speaker and trainer in building margin and share, such as ? distinguishing your homes and your service from the rest ? responding so buyers tell you what they really want ? delivering a crafted, powerful sales presentation ? creating a well-trained sales team that manages prospects effectively and uses the sales center and model to maximum advantage

作者介绍:

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