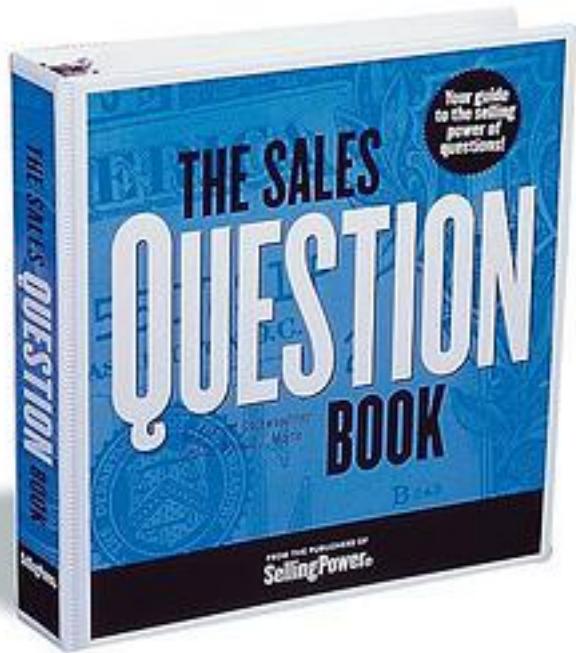


# The Sales Question Book



[The Sales Question Book 下载链接1](#)

著者: Gschwandtner, Gerhard

出版者:

出版时间:

装帧:

isbn:9781600375064

The Sales Question Book is the only way to take the guesswork out of selling. With more than 1,000 questions at your fingertips, you can select from 101 ways to open a sale, 59 tested questions for handling objections and 169 irresistible closing questions. Extensive interviews with top sales producers have proven that an effective questioning strategy can almost guarantee a sale. These top salespeople have confirmed that knowing the right questions has helped them earn in excess of \$250,000 a year. This easy-to-read, easy-to-use 3-ring-binder sales tool will show you the right questions to ask every time.

- \* Establish good rapport quickly.
- \* Upsell smoothly.
- \* Discover your prospect's expectations easily.
- \* Use trial closes with confidence.
- \* Obtain new leads with referral questions that work.

Put the selling power

of questions to work for you

作者介绍:

目录:

[The Sales Question Book 下载链接1](#)

标签

评论

---

[The Sales Question Book 下载链接1](#)

书评

---

[The Sales Question Book 下载链接1](#)