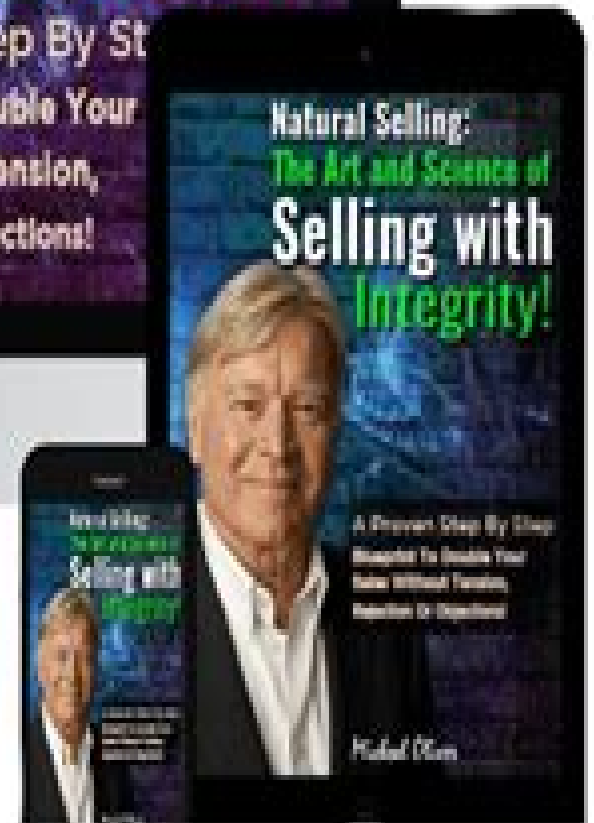


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# Art And Science Of Selling 19

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your prospect from skeptic to happy customer who keeps coming back for more So the question is how do you keep your mental edge consistently avoid rejection and close more sales No one knows the answer better than the legendary Tom Hopkins who earned more than one million dollars in commissions during the first three years of his sales career Over the course of the past 25 years he s been teaching others to do the same Learn the specific steps and stages that will give you the mental edge and help you close more sales It s the type of sales process that turns ordinary customers into raving fans In this book you ll discover how to Consistently do what you know you should do to keep your mental edge Learn to love the word NoRedefine problems and turn them into opportunitiesImmediately connect with any prospectUnderstand the signals that tell you when a prospect is ready to buyAccess the hidden desires of others and give them permission to act on their dreamsLet veteran million dollar sales professional Tom Hopkins teach you how to hone your mental edge in Sales and come out a winner every time

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The Official Guide to Success Tom Hopkins, 2018-02-23 The Official Guide to Success is a dynamic success system proven to bring you greater wealth direction self confidence and fulfillment This book is packed with motivation and inspiration from Tom Hopkins developed during his record breaking sales career Overcome emotional roadblocks that have kept you from acting on your real hopes dreams and ambitions This remarkable approach will help you achieve long term happiness success and wealth These are just some of the many things you will discover in The Official Guide to Success Why it makes more sense to work smarter and not harder How to use what Tom calls self instructions to gain control over situations in your life How to find yourself and win through a special life planning technique Strategies for training your subconscious mind for heavy problem solving The three basic steps to wealth Using Tom's explosive success secrets you will find yourself blasting through roadblocks rewiring bad habits and unleashing your inner genius After you read this book you will be a different person You'll think differently and because of having better stronger thought processes you'll act differently Success it's something we all wish for But for many success eludes them For others it seems to fall into their laps Are some people just luckier than others No Success is by design And probably the best person you could learn the secrets to success from is a salesperson who once struggled but figured out the answers for himself A salesperson's income be it big or small is based on his or her mind set Daily the salesperson must enter the lion's den of business to convince total strangers to exchange their money for goods and services And daily the salesperson must overcome his or her fears and the punishing sting of rejection Winners take all in this field

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