

BACK-TO-BASICS SELLING

CUSTOMERS DESERVE TO BE TREATED LIKE CUSTOMERS

It's basic. Customers need good suppliers.

Back-To-Basics Selling will show you how to get and keep customers loyal by demonstrating you care about their business. You will also learn how to use lost business and complaints as vehicles to expand your sales.

Responsive Actions include:

- Keeping out the competition with reasonable prices.
- Employing sales people who customers like to see.
- Listening to customers to determine the true value of your product or service.
- Monitoring automatic answering systems so customers will never have to call the competition.
- Cross-selling so the customer can one-stop shop.
- Developing realistic expectations for quality and service so customers will never feel slighted.

"Selling is everyone's business. From the CEO to the shipping clerk, each employee must be sensitive to individual customer needs, requirements and idiosyncrasies."

Kevin J. Murphy



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Back To The Basics Of Selling

Ulysses Peralta



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Back to Basic Selling Robert F. Taylor,1985 **Mastering the Basics of Selling** Orville H. (Pete) Casto Jr,2010-06

Alphabetical Basic Concepts of Selling Dale Brakhage,2007-10-01 Learn to sell anything Learn how to be more persuasive This book breaks the complex behavior of selling into 26 easy to understand basic concepts one for each letter of the alphabet A quick and entertaining read this book explains how selling works why customers buy and how you can be more persuasive in anything you do Professional salespeople use this book as a fun review of their selling skills Politicians lawyers clergy teachers and parents use it to learn how to better communicate their ideas to others Now everyone can learn how to persuade other people to accept the value of an idea That is what selling really is and EVERYBODY SELLS You can SPELL anything with the 26 letters of the alphabet you can SELL anything with these 26 Alphabetical Basic Concepts of Selling These are the basic concepts of selling that the best professional salespeople use to make huge sales Why not apply them to your everyday communication skills to become a very persuasive person *A Basic Guide for Buying and Selling a Company* Wilbur M. Yegge,1996-10-24 Expert advice for a successful transaction Today businesses are being bought and sold at a rapid rate As a management consultant who has brokered over 300 small businesses Wilbur Yegge knows the intricacies involved in the transaction process and how to overcome them In this comprehensive guide he takes you through the ins and outs of the purchasing and vending process covering everything essential to conclude a successful transaction Packed with numerous examples helpful tips and even a special section on Yegge s rules this invaluable resource has complete information on Contractual obligations in purchase and sale agreements Working with business brokers Confidentiality issues such as tax returns impropriety and the discovery process Effective negotiation strategies What to include and what not to in your selling prospectus Sellers pricing methods Payment alternatives open to buyers *Become a Sales Superstar!* Ulysses Peralta,2022-08-18 A Sales and Marketing book backed by thirty years of professional experience bring out your potential inner superstar This is an owner s manual to unlock your full potential not just in Sales but in all aspects of life because life is about promoting yourself Even when trying to win over your significant other you are using sales tactics This book will help you in all aspects of life both personal and professional to motivate you to never give up Do not let others define you Everyone is unique and special let the world know what makes you unique through my techniques *New York Times Saturday Review of Books and Art* ,1981 *A Basic Guide to Writing, Selling and Promoting Children's Books* Betsy B. Lee,2000-02 Summary Techniques about writing selling publishing self publishing and promoting stories written for children list of resources indexed Title page verso **Marketing for Smart People** Kevin Stirtz,2005-11-28 This book has one purpose to help you get more customers I ve taken 20 years of my experience in growing businesses and I ve put it into one fast reading book for you Read this book Use the ideas you learn from it You ll get more customers you ll put more money in your pocket and you ll have more fun Kevin Stirtz Praise for this Book Kevin Stirtz knows marketing and he knows business This

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