

In business, nothing happens until a sale happens. Delivered to acclaim for many years, the ASK (Attitude + Skills + Knowledge) sales process is easy to understand and gives you the competitive advantage you need in business. ASK for the Order! is a useful refresher or introduction to the sales process. The key to successful sales is communication. This means conveying a specific message and listening to a client's needs. This may seem self-evident but, in my experience, most sales personnel miss the point. They try to sell features of a product without identifying the precise needs of the client and how their product or service actually meets those needs and provides real benefits. They simply do not focus on adding value. People buy only two things and two things only, with NO exceptions. They buy solutions to problems and / or good feelings. By identifying which of these is the client's primary buying motivation, you will be in a much better position to address the client's needs and offer true value. When you have completed the sales process competently, your prospects will exhibit buying signals. Use your intuition. When you feel that the time is right, simply ask your prospect for the order "straight out, without any confusion. And, when you have asked for the order, then stay quiet.

Accompagner les blessures de l'enfance (French Edition), Federal Data Base Finder: A Directory of Free and Fee-Based Data Bases and Files Available from the Federal Government, La Magie dans l'Inde antique (French Edition), Practical electrical wiring : residential, farm, and industrial (12th edition), Medium Sudoku Puzzles: Sudoku Puzzles From The Archives of The New York Puzzle Club by New York Puzzle Club (2012-05-20),

Posts about Ask for the Order written by Steve Keating. The trick is to flush out your prospect's objections by asking more questions and providing compelling answers to build additional value in your. There's a fine line between pressuring a prospect and tactfully asking for their business. That is exactly what too many salespeople expect to get when they ask for the order. This blows my mind. Why should anyone be afraid to ask. If they tell you they don't have any questions, then you get to ask for the order! If they do have questions, you answer them and then ask for the order!. For years I focused all my training on merely getting appointments and learning how to engage people, but I never learned how to ask for the order. I realized.

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