

Knock Your Socks Off Selling



Jeffrey Gitomer & Ron Zemke

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Jeffrey H. Gitomer, Ron Zemke



Knock Your Socks Off Selling:

Knock Your Socks Off Selling Jeffrey H. Gitomer, Ron Zemke, 1999 The successful Knock Your Socks Off KYSO formula for wowing customers is back adapted into a surefire strategy for winning sales by the illustrious consulting team of Gitomer and Zemke The book will help salespeople succeed in today's complex and stiffly competitive sales environment

Delivering Knock Your Socks Off Service Ron Zemke, Bobette Hayes Williamson, 2001 Create a service advantage with the help of customer service guru Ron Zemke In practical easy to follow steps learn trusted techniques and positive approaches that will inspire you to believe in the value of customer care and give you the skills and style to deliver it This book takes these winning concepts to a new level with interactive features that enable you to turn the Knock Your Socks Off Service advantage to a competitive advantage in your own workplace You will learn how to See things from the customer's point of view Meet customer expectations and satisfy their needs Create a memorable experience for the customer Become easy to do business with Determine the right time to bend or break the rules Become a fantastic fixer and powerful problem solver Cope effectively with customers from hell Avoid the ten deadly sins of customer service Formulate smart answers to tough customer questions

Knock Your Socks Off Prospecting William Miller, Ron Zemke, 2005 Another knockout in the grand tradition of Knock Your Socks Off Service

How to Sell to an Idiot John Hoover, Bill Sparkman, 2006-01-03 HOW TO SELL TO AN IDIOT Selling to customers looking to get the most bang for their buck is a difficult feat The only customers tougher than hagglers are the ones so uninformed about what they are buying they don't even realize when they are getting the deal of a lifetime In How to Sell to an Idiot authors John Hoover and Bill Sparkman show you how to ignore your own inner idiot and start selling more by doing less of what doesn't work and more of what does Along with a wealth of proven sales guidance and effective techniques you'll learn how to Use idiot proof planning and preparation to make prospecting far more effective Use idiot speak to connect with prospects and gather vital information that makes selling easy Spice up your sales pitch for faster closings and larger sales Wring referrals out of clients like water from a sponge And much more Selling is an act of compassion Sales professionals must believe that their products and services will improve the quality of their customers' lives Hoover and Sparkman get that Selling must also be fun for the salesperson and the customer How to Sell to an Idiot makes it clear that the first laugh of the day must be at ourselves Roger P DiSilvestro former Chairman and CEO Athlon Sports Publishing and coauthor of The Art of Constructive Confrontation How to Sell to an Idiot hits the bull's eye Great practical steps that will help anyone in sales reach the goal line Truly a creative approach with fresh new ideas delivered with humor Charles S Dreyer Director of Sales Southern California Coastal Region K Hovnanian Homes a Fortune 500 company How to Sell to an Idiot provides an entertaining and creative look at the formula for sales success Insightful and fun you'd have to be an idiot not to add this book to your resource library Chip Cummings international speaker marketing expert and author of Stop Selling and Start Listening

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Putting Your Passion Into Print Arielle Eckstut,David Sterry,2005-01-01 Presents a guide for aspiring writers on all aspects of getting published including writing the query letter getting an agent signing contracts working with publishers assisting in prepub publicity and marketing and doing book tours **Contrary to Popular Belief Cold Calling Does**

Work! 2 Barry D. Caponi,2011-05-24 DO YOU STRUGGLE WITH THE FOLLOWING WHEN ATTEMPTING TO SET APPOINTMENTS Finding the time to make the calls Figuring out how many calls are necessary to hit your goals Staying organized once youve got more than a few pursuits going simultaneously Making your territory and targets warmer over time Incorporating social media concepts and Sales 2 0 methods into your process Making your CRM or other automation work for you instead of against you In Volume I we addressed the concept of effectiveness as why would one want to make any more appointment setting calls than necessary In this book youll discover that the common challenges listed above plus many others are hurting your efficiency causing you to work longer hours and make less money After reading this book youll know exactly how to address the biggest challenge to your success the need to get in front of more prospects in less time Additionally youll realize you only have three sources for initial appointments lead generation programs networking and referrals and cold calling and that all three require the ability to set appointments Youll also learn that it makes no difference whether your target is warm or cold the basic process for each call is identical Lets face it Even referrals say no theyre just nicer about it When you understand this youll discover why all sales professional should have the skills tools and processes to be both effective and efficient at this critical responsibility This comprehensive easy to understand easy to follow guide to successful appointment setting is written by Barry Caponi one of Americas foremost thought leaders on all aspects of the subject Hundreds of companies throughout the world have dramatically increased their total number of new appointments by implementing the only appointment setting methodology that addresses both effectiveness and efficiency This volume the

second in a two book set will help you master the science of setting appointments in less time with less effort once and for all

Consultants & Consulting Organizations Directory Cengage Gale, 2009-05-12 *Contrary to Popular Belief—Cold Calling Does Work!* Barry D. Caponi, 2011-06-03

DO YOU DO THE FOLLOWING WHEN ATTEMPTING TO SET APPOINTMENTS

Ask How are you today or Do you have time to talk to begin a call Continually modify your value proposition thinking that the perfect one will stop the nos Never leave voice mails because you think they're a waste of time Use tricks to get gatekeepers to put you through Believe the target is being truthful when they tell you why they don't want to meet Attempt to counter their first conditioned knee jerk response with logic p After reading this book you'll discover that these common mistakes plus many others are hurting your effectiveness causing you to work harder and make less money You'll also know exactly how to address the biggest challenge to your success the need to get in front of more prospects in less time Additionally you'll realize you only have three sources for initial appointments lead generation programs networking and referrals and cold calling and that all three require the ability to set appointments You'll also learn that it makes no difference whether your target is warm or cold the basic process for each call is identical Let's face it Even referrals say no they're just nicer about it When you understand this you'll discover why all sales professionals should have the skills tools and processes to be both effective and efficient at this critical responsibility This comprehensive easy to understand easy to follow guide to successful appointment setting is written by Barry Caponi one of America's foremost thought leaders on all aspects of the subject Hundreds of companies throughout the world have dramatically increased their total number of new appointments by implementing the only appointment setting methodology that addresses both effectiveness and efficiency This volume the first in a two book set will help you master the art of setting appointments whether they are warm or cold once and for all

The Complete Guide to Tips & Gratuities Sharon L. Fullen, 2005

There are millions of workers in the USA that rely on tips for most of their income and there are well over two million businesses where the employers rely on tipped employees According to recent statistics from the U S Department of Labor food and beverage service related workers held 6.5 million jobs The U S Department of Labor estimates in a recent study that tips and gratuities may account for well over 5 billion per year being left on plates and tip trays financed on credit cards and handed directly into happy open palms But let's face facts Relying on customers tips for your income is tough The average customer just doesn't realize how difficult and hard the average waiter waitress hair dresser concierge cab driver ma t're d or bartender works for their money Dealing with and satisfying the general public is one of the most demanding jobs around Many if not most tipped employees have a tough time making ends meet And then there are the complicated IRS tax laws regarding tipping and gratuities that most employees and few employers know how to handle correctly For the first time this new book deals with all aspects of tips and gratuities For the employee or self employed learn how to earn more tips and how to properly account for and pay taxes on them For the employer how to manage and properly account for the taxes on tipped employees for the bookkeeper and accountant get the

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