

# Knock Your Socks Off Selling



Jeffrey Gitomer & Ron Zemke

# Knock Your Socks Off Selling

**Wendy Weiss**



## **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

**How to Write Words that Sell** Jim McCraigh, 2005

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with no experience in real estate and no contacts Fredrik Eklund has transformed himself into the best seller in the most competitive real estate market on the planet In *The Sell* Eklund leverages his years of experience to create the go to manual for self promotion and sales At the core of the book are chapters tied to Eklund s 10 step program for selling anything to everyone and he shares his secrets on everything from personal authenticity and looking your very best to crafting the perfect sales pitch negotiating with savvy and closing deals promptly and efficiently lest they slip away Whether you re just starting a job as a sales rep at Verizon navigating your career as an executive or entrepreneur or hitting your stride closing big transactions as a banker at Goldman Sachs *The Sell* will show you how to improve your game and radically increase the money you re bringing home *The Sell* is a vital resource for anyone who wants to have an impact in his or her personal and professional life with a razor sharp focus on selling selling yourself or your brand no matter your background **Knock**

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**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

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**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

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