für ein Impulse Seminarin GUTSCHEIM MASTER WARUM SPITZENVERKÄUFER ERFOLGREICH SIND UND WIE DU ES AUCH WIRST!

HOLGER SCHAEFER

# **Master Sales Warum Spitzenverk Ufer Erfolgreich**

**Holger Schaefer** 

#### Master Sales Warum Spitzenverk Ufer Erfolgreich:

Master of Sales Holger Schaefer,2015-06-05 Wellenreiten im Verkauf im Flow arbeiten und dabei voller Energie bleiben Der Autor Holger Schaefer kombiniert verkaufspsychologische Strategien und erfolgserprobte Verkaufsmethoden aus zwei Jahrzehnten gelebter Verkaufspraxis Angefangen bei Tipps f r die Kleidung ber pers nliche Eigenschaften von Spitzenverk ufern den Mindset bis hin zum Wellenreiten im Verkauf spannt sich der Bogen von Schaefers Praxistrainer Hilfen um die Kaufmotive von Kunden zu erkennen finden sich ebenso in dem Buch wie der Aufbau und die Phasen des Verkaufsgespr ches von Topverk ufern Auch f r das Follow up das Nachfassen nach einem Gespr ch gibt Schaefer erprobte und direkt umsetzbare Anleitung

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