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How to Master the Art of Selling from SmarterComics Tom Hopkins, 2011 After failing during the first six months of his career in sales Tom Hopkins discovered and applied the very best sales techniques then earned more than one million dollars in just three years Tom explains to readers what the profession of selling is really about and how to succeed beyond their imagination

Sell It Today, Sell It Now Tom Hopkins, 2016-09-01 Sell it Today Sell it Now is the authoritative resource by America's #1 sale trainer Tom Hopkins on closing sales in less steps This book is designed to coach salespeople on the techniques to close sales using an unprecedented one call system The author has trained hundreds of thousands of successful salespeople using this system to generate 6 digit income in the sales profession Sales Managers and CEOs are fans of implementing this system to generate more revenues in less time

Selling For Dummies Tom Hopkins, 2011-03-16 Selling is really about people skills to be successful in sales you must be able to cooperate have good listening skills and be willing to put others needs before your own With selling skills in your arsenal you'll be happier in a lot of areas of your life not just in your career although that will certainly benefit too But this guide is not only for traditional salespeople who want career enhancement It's for all people because everybody can use selling skills to change or improve their lives This book is for you if You're beginning a sales career or just looking to brush up your skills You're unemployed and want a job or you're employed and want a promotion You're a teen wanting to impress adults or an adult wanting to succeed at negotiation You're a teacher searching for better ways to get through to your students or a parent wanting to communicate more effectively with your children You've got an idea that can help others or you want to improve your personal relationships Selling For Dummies is divided into sections so you can easily turn to the part that interests you most You'll find out how to Define what sales is and what it isn't Prepare for a sale everything from knowing your clients to

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world renowned selling expert Tom Hopkins puts his real world in the trenches experience to work and shares his plan to reverse the momentum of tough times and even capitalize on them With exercises to help you discover previously overlooked opportunities and eliminate waste along with out of the box methods for recruiting new customers and key tips on how to solidify your existing business Hopkins gives you powerful ways to spur sales now and for years to come Learn how to Mine your client list to generate new leads Keep and reward your current customers so that they re loyal for life Reduce the sales resistance that plagues tough times with tactics that overcome consumers fears Woo clients from your competition with 12 new strategies specially tailored for tough times Cycles will come and go but the principles of great selling and those who live by them stand firm Find out how you can achieve your maximum selling potential whatever the business climate in Selling in Tough Times today

Tom Hopkins Guide to Greatness in Sales Tom Hopkins,1993-07-01 The author of How To Master the Art of Selling and The Official Guide to Success now offers a comprehensive guide to mastering the sales game Includes straight talk on why one should or should not go into a sales career managing time dealing with stress and more A serious sales manual Zig Ziglar from the Foreword

Mastering the Art of Selling Real Estate Tom Hopkins,2004-08-03 Full of anecdotes sales scripts and proven tactics this fully revised and updated book shows readers how to find the best listing prospects win over For Sale by Owner sellers earn the seller s trust and more

New to Sales? Tom Hopkins,2016-03-16 A typical Sales Associate job description is all about getting results with very few hints about how to get them As a new Sales Associate the job of mastering the art of selling involves much more than simply answering to the description and showing up for work There is a step by step recipe for sales success and applying it takes both skill and finesse So the questions is how do you start No one knows the answer better than the legendary Tom Hopkins who earned more than one million dollars in commissions during the first three years of his sales career Over the course of the past 25 years he s been teaching others to do the same Learn the 12 Sources of Sensational Selling Success Discover the right questions to ask for stellar closing results Use the simple hidden trick to creating the optimal selling climate In clear easy to understand language Tom will guide you through the process of becoming a master of sales Get this book and launch your career as a Sales Associate today

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literally at your fingertips Save yourself the time it took Tom to master the art of selling It s all wrapped up in these pages for you

The Mental Edge in Selling Tom Hopkins,2015-04-15 Career salesmanship means keeping the mental edge staying one step ahead of your prospects and customers It means anticipating their objections and knowing ahead of time what they want from you There are 5 specific traps that lead to rejection in sales every time no exceptions Knowing these traps and how to avoid them will give you the mental edge in every selling situation When you know the step by step system it becomes possible to quickly and easily lead your prospect from skeptic to happy customer who keeps coming back for more So the question is how do you keep your mental edge consistently avoid rejection and close more sales No one knows the answer better than the legendary Tom Hopkins who earned more than one million dollars in commissions during the first three years of his sales career Over the course of the past 25 years he s been teaching others to do the same Learn the specific steps and stages that will give you the mental edge and help you close more sales It s the type of sales process that turns ordinary customers into raving fans In this book you ll discover how to Consistently do what you know you should do to keep your mental edge Learn to love the word NoRedefine problems and turn them into opportunitiesImmediately connect with any prospectUnderstand the signals that tell you when a prospect is ready to buyAccess the hidden desires of others and give them permission to act on their dreamsLet veteran million dollar sales professional Tom Hopkins teach you how to hone your mental edge in Sales and come out a winner every time

How to Master the Art of Selling Financial Services Tom Hopkins,2016-02-01 Whether you re a financial services expert or novice you understand the business You ve worked hard to gain your product knowledge You watch industry trends But do you know how to talk to clients so they ll listen The Art of Selling Financial Services depends upon the collaboration of listening and understandably communicating to clients Learning how to quickly gain the trust of others get them to like you take your advice and become long term clients is the foundation for every successful business Tom Hopkins has been training in the financial services industry since 1990 and he has developed methods to help you communicate to your clients and you understand what your clients want from you Once you know what clients want you can learn how to provide it Financial services representatives have turned to Tom Hopkins for years for his proven effective professional selling strategies which have helped them learn how to help more of their clients make financial planning decisions How to Master the Art of Selling Financial Services will help you Learn effective ways to talk with clients and calm their fears Ask the right questions to get clients talking about their needs Implement client feedback so that you can provide your best service Increase your sales ratios with closing strategies that make sense to your clients Grow your business with powerful yet simple referral strategies Tom Hopkins methods will teach you how to master the art of selling financial services more effectively and efficiently than ever before

Strategies for Finding More Business Than Ever Tom Hopkins,2014-09-29 Hate prospecting Wish you could build a business without ever having to do it again When you master the strategies of prospecting like a pro you ll build a pipeline of leads and be happy to make

prospecting a part of your everyday business Doing well with any aspect of business requires a solid understanding of it and a little creativity What makes people want to buy from you Is your product something they replace on a regular basis If so what s their cycle and how are you contacting them Let master sales trainer Tom Hopkins show you the way he built his business to being 98% referred leads in three short years It s a fact of business that what gets measured gets done Once you understand which moves to make and how to measure the results of your efforts prospecting stops being a dreaded chore and becomes another fun aspect of a successful selling career

How to Master the Art of Selling Real Estate Tom Hopkins,1987-02 *Closing Sales is Easy* Tom Hopkins,2014-09-29 The fun part of selling yourself a product or a service is the demonstration or presentation But the aspect of selling that makes you successful is having the ability to close the sale get the decision made in your favor get the check credit card purchase order or a signature on an agreement Closing the sale is where most people balk feel uncomfortable or even stall They just can t bring themselves to ask someone for money even when the person will receive incredible benefits in exchange for that money Even worse people ask for the sale and when the buyer doesn t immediately jump at it they change the subject and stop the sale themselves Don t let this happen to you When done properly the move into closing the sale is smooth as silk And when you handle the close as Tom Hopkins teaches you you ll walk away with more business than you thought you could ever get Knowledge builds competence and confidence Become a more confident and more successful salesperson Get started by reading and implementing the strategies in this book It ll be the best return on your money you ve ever gotten

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