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HEAVY HITTER SALES LINGUISTICS: 101 ADVANCED SALES CALL STRATEGIES FOR SENIOR SALESPEOPLE



TILIS Publishers. Hardback. Book Condition: new. BRAND NEW, Heavy Hitter Sales Linguistics: 101 Advanced Sales Call Strategies for Senior Salespeople, Steve W. Martin, This is the first book that truly explains "sales linguistics" -- the revolutionary field of study about how customers use and interpret language during the decision-making process. Steve W Martin provides communication strategies that enable salespeople to rise above their competition and impactful psychological suggestions that compel customers' rational intellect and emotional subconscious to buy. Inside is...

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- Authored by Steve W. Martin
- Released at -



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