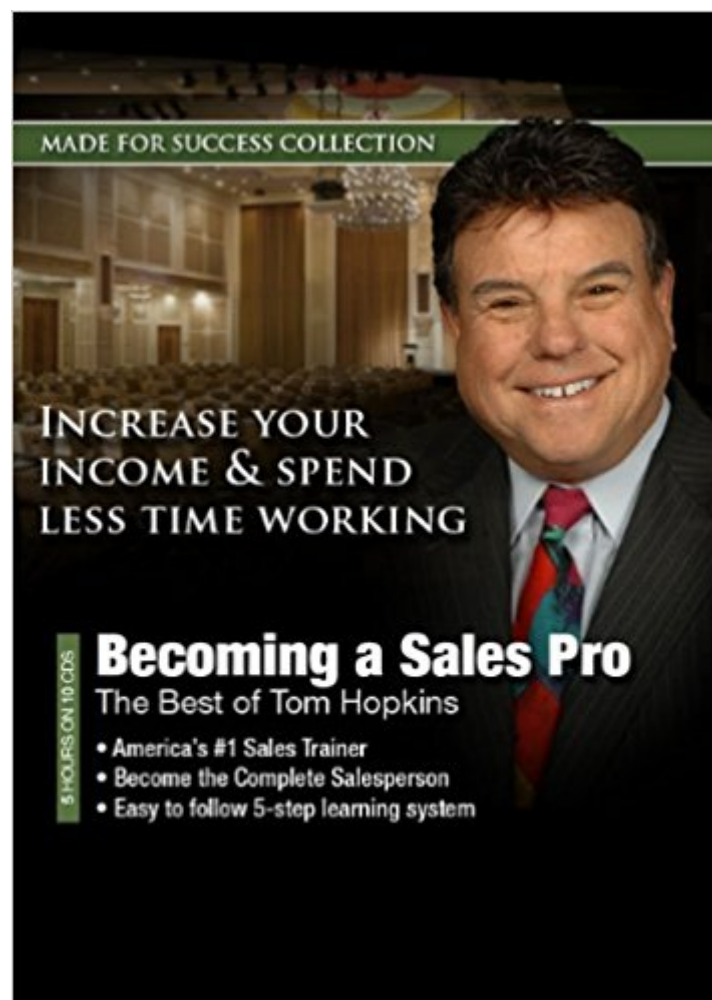




The book was found

Becoming A Sales Pro: The Best Of Tom Hopkins (Made For Success Collection) (Made For Success Collections)



Synopsis

Includes a bonus CD with a PDF workbook! Learn the skills of the professional salesperson and become one of the top income-earners in your company! You want to be in the top percentage of income-earners in your company. In order to do that, you need to learn what the top pros know and how they work. Master sales trainer Tom Hopkins has been building sales champions for years. Learn how to handle normal sales stress factors, how to communicate better with your clients, overcome objections and close more sales by using the right words and phrases. This nine-part audio series can help you learn and utilize the skills necessary to push yourself and others to the top of the business ladder. Contents include: Disc 1: Making a Commitment to Excellence Disc 2: Overcoming the Dirty Dozen Stressors Disc 3: The Fundamentals of a Sales Pro Disc 4: The Art Form of a Sales Pro Disc 5: Qualification and Presentation Disc 6: Handling and Overcoming Objections Disc 7: Low-Profile Selling at Its Finest Disc 8: Telephone Strategies for Success Disc 9: Enthusiasm and Motivation Disc 10: Bonus Workbook with Thank You Note Phraseology, Champion Creed PDF

Book Information

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Audio CD

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Customer Reviews

TOM HOPKINS, The Builder of Sales Champions, is the author of the million-plus selling book, How to Master the Art of Selling. Over 4 million students worldwide have benefited from his training. His proven-effective strategies and techniques for effective selling have been proven in every economic cycle for the past 30 years.

It had stuff I had learned in his book How to master the art of sales on the CD's and the PDF was a great plus as a workbook to print out and use as you move along from CD to CD. Considering that nothing in this world happens unless a sale is made this program is a great resource for anyone.

This is a more thorough course study cd. Mr Hopkins elaborates more to the student in the art of selling. If you are new to sales get his classic book "How To Master The Art Of Selling" it is full of stories, examples and scripts in what to say and how to guide your customer in owning a product that will benefit where the seller and buyer all win, the cd is a great investment.

Same techniques rehashed over and over.

Of course, Tom is the best! Great for a salesperson starting out.

Becoming a Sales Pro is great for anyone in the sales industry. It touches on all the key points that you need: getting referrals, setting up meetings, thank you notes/letters, words to avoid, closing techniques, how to read customer cues, etc.

the trainer I heard a long time! I do recommend his training. I listen to him everyday. thanks tom
your great

I like the way he presents the material. He has a very laid back style and he makes the material understandable.

I really really like Tom Hopkins materials, but this new series is pretty much along the lines of "If you've heard or read a few of his other works, you'll know what this is all about." If you've never heard or read his other stuff, you'll love it as his techniques are amazing and inspiring! I gave it three stars simply because I hate it when authors simply rewrite their old works in a different way and present it as something new.

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