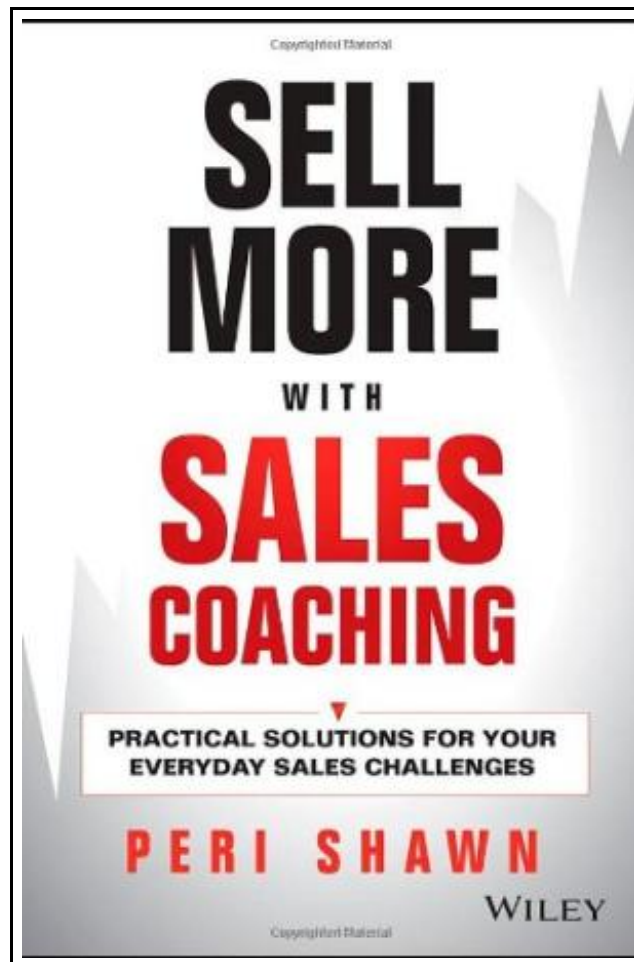


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Reviews

This sort of book is every little thing and made me searching ahead and more. Sure, it is actually play, nonetheless an amazing and interesting literature. You wont feel monotony at whenever you want of the time (that's what catalogs are for relating to in the event you ask me).

(Gavin Bosco IV)

SELL MORE WITH SALES COACHING: PRACTICAL SOLUTIONS FOR YOUR EVERYDAY SALES CHALLENGES



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John Wiley & Sons Inc. Hardback. Book Condition: new. BRAND NEW, Sell More with Sales Coaching: Practical Solutions for Your Everyday Sales Challenges, Peri Shawn, Sales coaching tools and strategies to help you sell more Sales executives and business leaders are looking for ways to increase their revenues without major changes to their technology, processes or workforce management. When done effectively, sales coaching can be the catalyst that improves sales results, team morale and employee retention. Sell More with Sales Coaching provides results-proven sales coaching material that includes assessment, exercises and sales coaching questions. As a result of applying the tools and strategies in this book, sales leaders and teams will drive higher revenues and performance by: Assessing team members' sales capacities Determining what type of coaching is needed on an individual basis Identifying sales mistakes being committed by salespeople Coaching salespeople to avoid committing sales mistakes Improving the quality of sales conversations Increasing the quality of conversations within the team Leveraging the use of CRM during sales coaching The author's company, the Coaching and Sales Institute, has worked with large sales forces and provided training for the launch of the debit card, and one of the fastest-growing divisions of the Royal Bank of Canada.

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