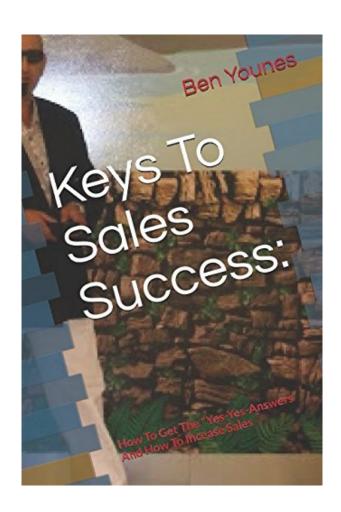
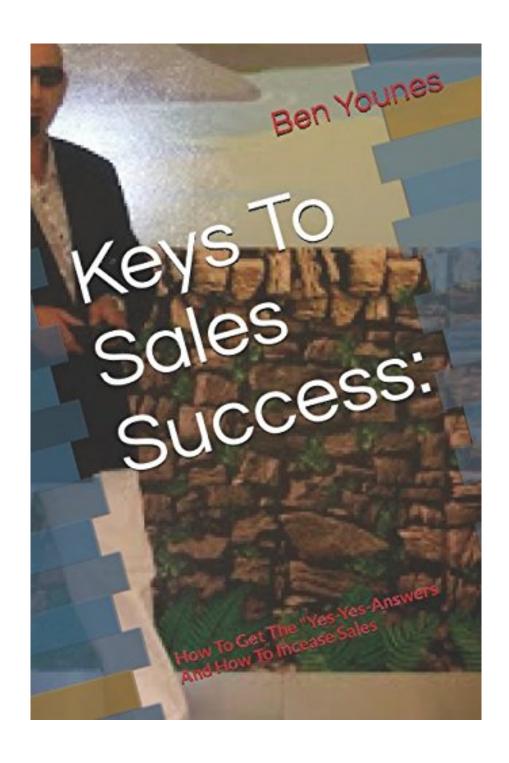
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The 10 Steps to Successful Selling! No matter if you are selling a new or a used product, the basic stay the same. The manner in which you perform them may vary, but all the steps must be done to make a sales. The following are the steps to a successful sales: 1.Meet and greet 2.Establish rapport 3.Qualify 4.Vehicle walk around 5.Test drive 6.Service tour 7.Ask for the sale 8.Offer write-up & Negotiation 9.Vehicle delivery 10.Follow up after the sale By using my proven methods in this book, you will be able to face your clients with enthusiasm and confidence. You will increase sales and make more money. This book can increase your ability to demonstrate and sell your products or services dramatically after you read it. It provides you with everything you need to be successful in the world of selling. After reading the book you actually feel that selling is easy and fun. I do recommend this book for anyone involved in sales.

Published on: 2017-01-09Original language: English

• Dimensions: 9.00" h x .11" w x 6.00" l,

• Binding: Paperback

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