

# Descargar libros gratis Sales Hunting in 14 Days - Lucky Richards QBook



This book is for salesmen and saleswomen who are trying to set appointments to present and ultimately sell an innovative product or service to a business customer. These customers usually think they are too busy to experiment with new ideas and may be very hard to reach. On top of this, it's nearly impossible to close a deal over the phone for an online product or service such as an innovative marketing system, so an in-person meeting is crucial in almost all cases.

Inside is a step by step path toward obtaining an in-person meeting with a prospect so you can make a presentation and eventually close the sale. The steps are given with specific timing and specific calls to action that are each related to prior steps. This book is a guide to getting in front of your target customer within the 14 day period and under 10 steps.

<b>Title</b>	:	Sales Hunting in 14 Days
<b>Author</b>	:	Lucky Richards
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<b>File Size</b>	:	393.76kB

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