



Good Bob Bad Bob, Two Paths to Success in Sales (Paperback)

By Bob Bloom

Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.I am neither cool nor am I pretending to be. I have been very fortunate to have had so many successful people, cross my path and share with me what they have learned, while traveling along theirs. In my book, I share 24 separate concepts that I love. I discuss the three thinking styles and how we identify, which our client is. When you ask a thought provoking question, they will reveal to you their dominant thinking style, with their eyes. The three styles are: Visual, kinesthetic and digital. You care, because if you alter your presentation and words to keep your buyer in their -Comfort Zone, - you will experience less resistance. The Monster salespeople, integrate -Synergy- into their business model. Make every appointment, be the springboard to an additional piece of business. Synergy brings us more and makes new business easier to acquire. Be the obvious choice and not one of the possible choices. If you want to be successful as a salesperson, stop being a salesperson. Be a business owner. Treat your business like a business. I discuss how...



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