



How to Make Successful Sales Presentations and Hold Productive Meetings

By Wayne E Shillum

Wayne Shillum Wes Marketing, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Sales is all about communication. Your success in sales will largely depend on how well you are able to communicate your message to your clients. In this book we outline the three levels of communication and their importance in the selling process. Clarity is the basis of persuasion and you need to deliver a clear message of what you are asking your client to do. In this book we outline what to do and say in your first introductory meeting, your fact finding meetings and in your presentations. We provide sample agendas, time lines for each type of meeting or presentation you will encounter in the selling process. We provide tips and strategies for how you present your sales proposals and why you need to follow certain protocol during your presentations.

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