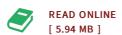




Friction Free Sales and Marketing: Three Types of Psychological Resistance - Which Stop Your Customers from Buying?

By Matt Fox

Createspace Independent Publishing Platform, United States, 2013. Paperback. Book Condition: New. 198 x 124 mm. Language: English . Brand New Book ****** Print on Demand ******. Your customer feels resistant. It s a natural response whenever you attempt to influence someone. There are 3 types of psychological resistance: Resistance to your sales process, to your offer, and to change itself. The people you influence will experience at least one of these, if not all. When you understand resistance, and the psychology of persuasion, closing the sale becomes effortless. You remove the psychological barriers and buying is the obvious next step. Traditional sales techniques don t address your customer s resistance. They ll teach you fancy closing techniques and ways to boost benefits, but the resistance is still there. What you want is a sales strategy (or marketing strategy) that keeps your customer moving forward. Without friction. That s what Friction Free Sales and Marketing gives you. It draws from research on the psychology of resistance and shows you how to make your sales process (or any form of persuasive communication) friction free. You Il learn: What s going on inside your customer s mind and what stops them in the sales...



Reviews

Comprehensive manual for pdf fans. It is full of wisdom and knowledge You will like how the writer publish this book.

-- Mr. Ezequiel Rolfson

I actually started off reading this ebook. It can be full of knowledge and wisdom I discovered this pdf from my i and dad suggested this pdf to understand.

-- Marilyne Haag

You May Also Like



You Shouldn't Have to Say Goodbye: It's Hard Losing the Person You Love the Most

Sourcebooks, Inc. Paperback / softback. Book Condition: new. BRAND NEW, You Shouldn't Have to Say Goodbye: It's Hard Losing the Person You Love the Most, Patricia Hermes, Thirteen-year-old Sarah Morrow doesn't think much of the fact that her mother winced a little...



TJ new concept of the Preschool Quality Education Engineering the daily learning book of: new happy learning young children (3-5 years) Intermediate (3)(Chinese Edition)

paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment.Paperback. Pub Date :2005-09-01 Publisher: Chinese children before making Reading: All books are the Youth Pre-employment Training software download generated pictures...



TJ new concept of the Preschool Quality Education Engineering the daily learning book of: new happy learning young children (2-4 years old) in small classes (3)(Chinese Edition)

paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment.Paperback. Pub Date :2005-09-01 Publisher: Chinese children before making Reading: All books are the Youth Pre-employment Training software download generated pictures...



Crochet: Learn How to Make Money with Crochet and Create 10 Most Popular Crochet Patterns for Sale: (Learn to Read Crochet Patterns, Charts, and Graphs, Beginner's Crochet Guide with Pictures)

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English. Brand New Book *****
Print on Demand *****.Getting Your FREE Bonus Download this book, read it to the end and see BONUS: Your FREE Gift chapter after...



No Friends?: How to Make Friends Fast and Keep Them

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. Do You Have NO Friends? Are you tired of not having any friend and being lonely all the time...



Games with Books: 28 of the Best Childrens Books and How to Use Them to Help Your Child Learn - From Preschool to Third Grade

Book Condition: Brand New. Book Condition: Brand New.