



## Zero-Time Selling (Paperback)

By Andy Paul

Morgan James Publishing llc, United States, 2011. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Customers today have a simple request of all salespeople: Just give me the information I need. Now. Don t dress it up, don t overdo it, don t take me to lunch. The time I have to invest in you is limited, and all your extraneous activity just wastes my time. Zero-Time Selling gives you the tools to be completely and absolutely responsive to that customer request. In today s fast-paced information-driven economy, your customers will acquire approximately 70 of the information they need to make an informed buying decision about your product or service from the Internet before they ever talk to a salesperson. When they finally contact you, it means their need for information is time-sensitive and urgent. The sales team that is the first to respond with the complete answers to the customer s questions dramatically improves their chances to win the order. Zero-Time Selling shows you how to always be first. Zero-Time Selling gives you, the CEO, business owner, entrepreneur and sales manager/professional, 10 simple solutions to breakthrough the usual inertia and internal roadblocks that...



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