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By Hurson, Tim/ Dunne, Tim

Penguin Group USA, 2014. Hardcover. Book Condition: New. 16.51 x 23.5 cm. "A new way of thinking about selling that benefits both the seller and the client, Never Be Closing expands on the principles of Tim Hurson's first book, Think Better, to teach salespeople how to improve their results using a simple, repeatable framework. This isn't a book full of mundane tactics for cold-calling or closing a deal. This is a problemsolving approach that includes provocative ideas, such as. - AIM, a conversational tool that drills down to the deepest needs of clients. - Three Act Structure, a powerful way to design, conduct, and chart sales conversations. - Know Wonder, a research tool to help you find exactly what you need, when you need it. - Q-Notes, a unique note-taking template that helps you structure better meetings. Never Be Closing offers business people a set of tools to pull apart their current techniques, analyze them, and reassemble them to help their clients and build mutually productive relationships. "-- Our orders are sent from our warehouse locally or directly from our international distributors to allow us to offer you the best possible price and delivery time. Book.



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