

THE SECRETS TO INCREASING YOUR
POWER, WEALTH
AND
HAPPINESS

HOW TO BE "IN THE ZONE"



ALAN C. WALTER

FOREWORDS BY CEIL STANFORD AND DAVID NELSON

Secrets Of A Salespro How To Achieve Wealth Power And Happiness

Christian Drosten



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Secrets of a Salespro M Serrao Stephen M Serrao, Stephen M. Serrao, 2010 With more than twenty six years of experience as a professional salesman author Stephen M Serrao reveals his closely guarded secrets for creating wealth controlling your own destiny and finding true happiness in life Secrets of a SalesPro provides advice to gain a tremendous advantage in dealing with people in your business and in your personal life Serrao shows you how to apply special skills in every part of your life With easy to understand stories and examples Secrets of a SalesPro teaches you how to increase your chances for success Learn to avoid friction and conflicts through a real understanding of human nature Learn how to be a money and opportunity magnet Learn the true art of persuasion selling negotiating and dealing with people Learn how to make people have total trust in you Learn how to control your own destiny This practical strategy works with human nature to help you deal with any personality in any situation Applying the techniques outlined in Secrets of a SalesPro will make you feel good about yourself give you great confidence and bring you peace of mind and contentment *Secrets of a Salespro* Stephen M. Serrao, 2010-01-27 With more than twenty six years of experience as a professional salesman author Stephen M Serrao reveals his closely guarded secrets for creating wealth controlling your own destiny and finding true happiness in life Secrets of a SalesPro provides advice to gain a tremendous advantage in dealing with people in your business and in your personal life Serrao shows you how to apply special skills in every part of your life With easy to understand stories and examples Secrets of a SalesPro teaches you how to increase your chances for success Learn to avoid friction and conflicts through a real understanding of human nature Learn how to be a money and opportunity magnet Learn the true art of persuasion selling negotiating and dealing with people Learn how to make people have total trust in you Learn how to control your own destiny This practical strategy works with human nature to help you deal with any personality in any situation Applying the techniques outlined in Secrets of a SalesPro will make you feel good about yourself give you great confidence and bring you peace of mind and contentment **The Secret Language of Influence** Dan Seidman, 2012-04-11 Spanning the use of storytelling humor emotion evoking language and questions that advance the sale this entertaining and practical book demonstrates the power of words to break down resistance and incline buyers toward purchase A few simple words the right words can transform an awkward sales call into a comfortable conversation and a resistant prospect into a happy customer which is why author Dan Seidman teaches you to think of influence as something occurring at a level just below the buyer s awareness The Secret Language of Influence does this by explaining not only how to identify the right words and which to avoid but how to use strategic key words and phrases with different potential buyers You ll learn the best ways to approach buyers who are motivated by benefits vs problems i e wanting to hear about the money they ll save rather than the pain they ll avoid proactive vs reactive big picture vs detail oriented systems thinkers vs creative minds and those who are influenced by external feedback testimonials evidence vs internal factors feelings personal experiences beliefs Today s buyer

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