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Should I Sell My Business?

How to Answer a Tough Question

Selling My Business The Process Questions And Answers

RM Cervero



Selling My Business The Process Questions And Answers:

Ask The Sales Coach-Practical Answers to the Questions Sales People Ask Most Susan A. Enns,2019-02-20 Contrary to the popular belief sales people don't rely on the gift of the gab to be successful. Actually the opposite is true. The best sales professionals spend far more time asking and listening than they do talking and selling. They ask questions of their customers, they ask questions of their colleagues and they ask questions of their managers. If Oxford defines curiosity as the strong desire to know or learn something, then by that definition sales people are curious by nature. In fact that's how sales professionals learn to be professional in the first place. This is a collection of practical answers to questions sales people ask most. Written by Susan A. Enns, a professional sales coach with a proven track record of sales excellence over her 30 plus year career. Her accomplishments include consecutively being the top sales rep in Canada, managing the top sales branch and achieving outstanding sales growth in a national channel sales organization. She has written several books about sales and sales management and has created numerous automated sales tools. Her work has been published in several locations numerous times and has sold on five separate continents. As such over the years Susan has been asked many questions by many sales people. After a while she saw that sales people, regardless of their experience, the products they sell, the industries in which they operate or the countries where they sell, all share similar curiosities. In other words, although the wording may be different, when asked in an email or when asked in person, sales people all ask the same questions, the most common of which are answered in this ebook. As the old saying goes, the only stupid questions are the ones unasked. As a sales professional, you should never be afraid to ask the Sales Coach, because you will learn so much from the answers. Susan really knows the selling world. She's honest, articulate, bright, giving, highly competent, personable, and a top professional. Welcome her. It's the right thing to do. Our company hired Susan as our sales coach. She has helped me make more appointments, close more deals, and make more money. The 3 most important concepts in sales I would recommend any sales force hire her to help boost business sales. Susan understands the sales process intimately and is able to create a management process around it that drives sales people to accomplish their goals. Susan knows her stuff. She brings many years of great sales experience and success to anyone who wished to improve their skills in sales. She is very personable and is not afraid to tell it like it is. I would recommend anyone and I have to Susan, her website, her books, if you want to become a better sales person. Thanks for the training. I made my quota this year in May.

How to Sell My Products Michael E. Allen,2006 **Sell Your Business for an Outrageous Price** Kevin Short,2014-09-03 This insightful and invaluable guide reveals how anyone can get a positively outrageous price for their company. Selling something that you've poured money, energy, and incalculable amounts of time into is tough enough. Getting anything less than the maximum you deserve in return for all your work is unjustifiable. You deserve to squeeze every dollar you can when it comes time to hand the reins over to the lucky investor who wants to profit from all your back-breaking groundwork. In *Sell Your Business for an Outrageous Price*, you will discover how to

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What Really Counts for Ceos: Connect the Dots Between Marketing & Sales. Regain Control of Your Company's ROI. Gal S. Borenstein,2008-10 Borenstein uncovers the key challenges CEOs face and gives the tools needed to treat marketing as a science

Congressional Record United States. Congress,1974

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