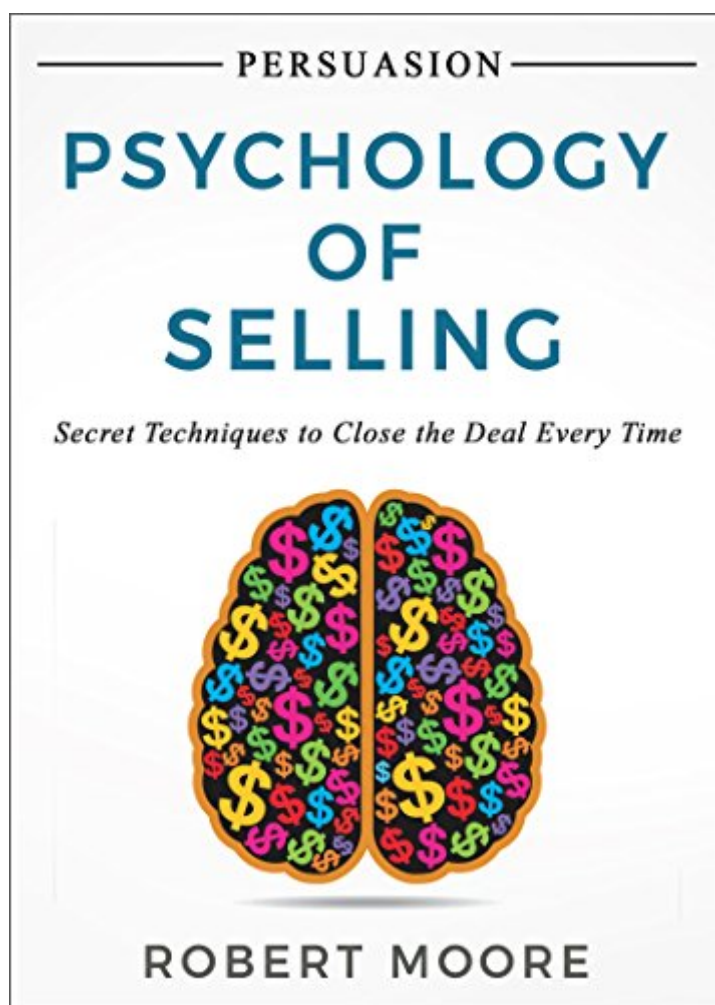


The book was found

Persuasion: Psychology Of Selling - Secret Techniques To Close The Deal Every Time (Persuasion, Influence)



Synopsis

Secrets The World's Best Salespeople Don't Want You To Know... ...finally revealed by R. Moore, so that you can TRIPLE your sales - in ANY market! Quick question: imagine yourself closing more deals and making more sales, faster and easier than ever before. How does it feel? Well, that's exactly the purpose of this book: to give you a series of ideas, methods, strategies, and techniques that you can use immediately to make more money. Inside this book, you will learn: How to master the inner game of selling: build unshakeable self-confidence and exceptional social skills... New ways to control your thoughts, feelings, and actions to effortlessly close the most difficult deals! How to trigger social pressure and make it your best friend... Field-tested techniques that will give you a critical edge over your competition! How to blow the roof off your closing rate and your commissions... Effective ways to deal with a prospect's most common objections and overcome them, anytime! How to engage buyers' emotions to increase their receptiveness to you and your products. . How to pitch your product or idea in just 60 seconds! The best framework to answer the "Sell me this pen" question... (this works every time with any product) How to defend yourself and your family from greedy salespeople!... and much more! This book is dramatically different from anything you've ever read because it's more of a "field guide" to massive success in sales than a "traditional" book. The reason why is because there's no fluff or filler. It immediately gets down to brass tacks, showing you exactly what to do, how to do it, and why. Plus, it's easy. It's not long, you can read it in an afternoon. And you'll immediately get the entire methodology used by the greatest salespeople to make millions of dollars in profits every month. The psychological tricks are always the same - no matter the market - and you can easily learn and apply them in your own business, job or social life. It's time to get what you want and deserve! If you want immediate results, get your own copy of Persuasion: Psychology of Selling RIGHT NOW!

Book Information

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Customer Reviews

Persuasion is part of our everyday lives. It's easy to underestimate just how frequently we are affected by persuasion techniques. In this book, It discusses reactance theory in relation to scarcity. I am thankful because i found this book.

There are so many books out there that focus only on the numbers and graphs of the selling process, and never on human's psychology. I love how Robert Moore explains how our brains work when it comes to buying and selling and teaches how to close even the hardest deals effortlessly. The best part is, I can already see some positive changes in my business life.

We live in a society where interaction with people is pretty much inevitable. This is even more so the case for those whose profession involves constantly touching base with people on a daily basis like salesmen and saleswomen. There are a number of factors involved in closing of sales but there is one which if a person could master it would lead to closing sales almost every time: persuasion. If one is able to persuade another to take a specific action then that would undoubtedly be a skill that all salespeople ought to get their hands on. This is exactly what this book seeks to teach the reader. It goes into topics like how to influence people, understanding consumer behaviour and how people make decisions, fundamentals used by successful salespeople and much more. If you want to dominate the field of sales then this book may be what you are looking for. It is with hopes that this book will help you in becoming a great salesperson.

What if I tell you that with some easy, powerful exercises you can get a deep, high status eye

contact in just a few days? It would change your life, right? Well, IT CHANGED MY LIFE. When you can handle the tension of a deep eye contact with everyone, you feel invincible. When you can handle the eyes of your boss, staring directly at them with confidence, then you'll stop feeling like his slave. And with girls... damn, keeping a high status eye contact with girls it's completely GAME-CHANGING.

A very awesome book that guides you to take action, easy steps to follow and a very light writing style. I'm very satisfied with its content

Great information. Very helpful with understanding the dos and donts. I am re reading it for notes thanks Robert Moore.

Multiple times throughout the book he mentioned the idea of filling out this form to receive honest feedback. I felt compelled to fill this form out even though I bought his book, and used my time to read it. A book full of exciting selling points.

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