

# **Anxiety Relief On Sale Customer Service**

**JS Bruner** 

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Amp Up Your Sales Andy Paul,2014-11-28 Combining leading edge research with a vast amount of field experience this book will show anyone how to become the trusted sales professional who consistently wins new business Customers today are overloaded with information and overwhelmed by options product value is so high across the competition that any kind of meaningful product differentiation at least in the customers eyes has disappeared Therefore between not recognizing product differences combined with not having any time to spare to investigate what they don t know the difference maker for many decision makers is you In Amp Up Your Sales you will learn how to Maximize the value of their selling Accelerate responsiveness to build trust and credibility Earn valuable selling time with customers Shape the buyer s vision Integrate persuasive stories into their sales process Build lasting relationships through follow up and customer service The salesperson who is always responsive and completely focused on value will be the one who will stand out from the crowd and get the sale The bad news is your customers won t understand and appreciate all the advantages of your product The good news is they aren t making the decision based on the product but on you

Best Practices in Customer Service John A. Woods, 1999

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