



Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions

Stephan Schiffman

Download now

[Click here](#) if your download doesn't start automatically

Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions

Stephan Schiffman

Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions

Stephan Schiffman

Learn effective strategies to turn prospects into revenue—from the nation's leading sales prospecting expert.

There's a crisis undermining American business. Salespeople spend far too much time calling and re-calling people who don't know what they want to buy, aren't really interested in buying, or have no authority to buy. Salespeople may think a contact is a "strong prospect" because the person is pleasant on the phone, says a presentation is "interesting," or makes other pleasant, but commitment-free remarks. Salespeople wait for prospects to say the word no before concluding that nothing meaningful is happening with that contact. All too often, salespeople continue investing significant amounts of precious time even after they hear "no."

The result is a time management nightmare that invariably leads to income crises and lost productivity, says bestselling author and sales trainer Stephan Schiffman. For the first time, Schiffman shares all the strategies and tools of the ranking system and prospect management process he created to help salespeople at all levels and across all industries. The system builds effective strategies into the daily selling routine and increases revenue almost immediately. In *Getting to "Closed"* salespeople learn how to:

- Carefully define and rank prospects according to action and commitment rather than "gut feeling."
- Recognize "no" answers, even when they don't have the word no attached to them.
- Calculate exactly how many daily cold calls are necessary to hit quarterly and yearly quotas and forecast revenue with breathtaking accuracy.
- Use team selling to rescue "lost" sales and sell at a higher level within the target organization.

Many sales books offer general advice on how to turn prospects into customers. Schiffman's proprietary system, which has been implemented by over 100,000 salespeople at companies like Airborne Express, Nextel, WorldCom, Time Warner Cable, and others, is based on real numbers and ratios. Schiffman delivers a clear and proven action plan that transforms careers and increases real sales.

 [Download Getting to 'Closed': A Proven Program to Accelerat ...pdf](#)

 [Read Online Getting to 'Closed': A Proven Program to Acceler ...pdf](#)

Download and Read Free Online Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions Stephan Schiffman

From reader reviews:

Vera Forde:

The book Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions make one feel enjoy for your spare time. You can use to make your capable considerably more increase. Book can being your best friend when you getting stress or having big problem together with your subject. If you can make examining a book Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions to get your habit, you can get much more advantages, like add your own personal capable, increase your knowledge about many or all subjects. You are able to know everything if you like open and read a e-book Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions. Kinds of book are a lot of. It means that, science publication or encyclopedia or some others. So , how do you think about this book?

William Emmer:

Hey guys, do you would like to finds a new book to study? May be the book with the name Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions suitable to you? The actual book was written by well-known writer in this era. The particular book untitled Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions is a single of several books that everyone read now. That book was inspired many people in the world. When you read this e-book you will enter the new dimensions that you ever know previous to. The author explained their concept in the simple way, therefore all of people can easily to be aware of the core of this reserve. This book will give you a lots of information about this world now. In order to see the represented of the world in this book.

Richard Pease:

Do you have something that that suits you such as book? The reserve lovers usually prefer to opt for book like comic, brief story and the biggest some may be novel. Now, why not striving Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions that give your satisfaction preference will be satisfied by reading this book. Reading practice all over the world can be said as the method for people to know world better then how they react to the world. It can't be stated constantly that reading practice only for the geeky particular person but for all of you who wants to be success person. So , for all you who want to start examining as your good habit, you can pick Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions become your personal starter.

Juanita Geil:

Don't be worry in case you are afraid that this book will certainly filled the space in your house, you will get it in e-book approach, more simple and reachable. This specific Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions can give you a lot of buddies because by you investigating this one book you have matter that they don't and make anyone more like an interesting person.

This specific book can be one of one step for you to get success. This reserve offer you information that probably your friend doesn't learn, by knowing more than additional make you to be great folks. So , why hesitate? Let us have Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions.

Download and Read Online Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions Stephan Schiffman #USY0B3GX6WE

Read Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions by Stephan Schiffman for online ebook

Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions by Stephan Schiffman Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions by Stephan Schiffman books to read online.

Online Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions by Stephan Schiffman ebook PDF download

Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions by Stephan Schiffman Doc

Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions by Stephan Schiffman Mobipocket

Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions by Stephan Schiffman EPub