

HARDBALL SELLING

(how to turn
the pressure on,
without turning
your customer off)

- ✓ Get your foot in the door
- ✓ Control the sale without manipulation
- ✓ Create a sense of urgency
- ✓ Let the buyer participate
- ✓ Learn the crucial subtleties of an aggressive approach
- ✓ Target the biggest sales
- ✓ Sell abroad
- ✓ And much more

ROBERT L. SHOOK

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Hardball Selling Without Turning Your Customer Off Highpressure Selling Techniques That Work

Ed Bowker Staff,Staff Bowker, Ed



Hardball Selling Without Turning Your Customer Off Highpressure Selling Techniques That Work:

Hardball Selling Robert L Shook,2003-12-01 Straightforward secrets and strategies for salespeople who want to join the winning top 5 percent of the sales force Get your foot in the door Control the sale without manipulation Create a sense of urgency Let the buyer participate Learn the crucial subtleties of an aggressive approach Target the biggest sales Sell abroad And much more For many companies 20 percent of their sales force generates 80 percent of their sales volume In this hands on guide Robert L Shook a master salesman teaches the high pressure strategies that mean the difference between a super seller and a salesperson The methods spelled out in this book describe what it takes to be in the elite 5 percent In **Hardball Selling** Shook inspires all salespeople to dare to be different and master hard selling without browbeating or offending customers Shook spent 17 years in the trenches perfecting his successful strategies Using the four basic principles of hardball selling he guides you through all the steps from getting past the gatekeeper to the single minded tactics necessary to close a sale Shook s **Hardball Selling** is provocative and controversial and filled with wonderful selling tips I highly recommend it to every salesperson Martin D Shafiroff the world s No 1 stockbroker **Hardball Selling** Robert L Shook,2003-12-01 Straightforward strategies for those who want to take control of the sale and join the winning top 5 percent of the sales force Get your foot in the door Control the sale without manipulation Create a sense of urgency Let the buyer participate Learn the crucial subtleties of an aggressive approach Target the biggest sales Sell abroad And much more For many companies 20 percent of their sales force generates 80 percent of their sales volume In this hands on guide Robert L Shook a master salesman teaches the high pressure strategies that mean the difference between a super seller and a salesperson The methods spelled out in this book describe what it takes to be in the elite 5 percent In **Hardball Selling** Shook inspires all salespeople to dare to be different and master hard selling without browbeating or offending customers Shook spent 17 years in the trenches perfecting his successful strategies Using the four basic principles of hardball selling he guides you through all the steps from getting past the gatekeeper to the single minded tactics necessary to close a sale Shook s **Hardball Selling** is provocative and controversial and filled with wonderful selling tips I highly recommend it to every salesperson Martin D Shafiroff the world s No 1 stockbroker **Forthcoming Books** Rose Army,2003 ***Books In Print*** 2004-2005 Ed Bowker Staff,Staff Bowker, Ed,2004 **Words on Cassette** ,1993 **Hardball** Robert L. Shook,1990 Though leaders in the business community may deny it they know that high pressure makes sales **Hardball** teaches the high pressure strategies that mean the difference between being a superseller or a salesperson giving that crucial edge to succeed in a competitive sales environment **The Publishers' Trade List Annual** ,1995 ***Subject Guide to Books in Print*** ,1993 ***Books in Print*** ,1977 **New York Magazine** ,1984-03-19 New York magazine was born in 1968 after a run as an insert of the New York Herald Tribune and quickly made a place for itself as the trusted resource for readers across the country With award winning writing and photography covering everything from politics and food to theater and fashion the magazine

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