

Non-Manipulative Selling: Building Sales Through Trust



Dr. Tony Alessandra is one of Americas premier sales and communications keynote speakers. His presentations motivate, educate, and entertain audiences worldwide. Phil Wexler ranks among Americas most exciting professional speakers and sales trainers. He has a rare talent for educating his audiences in practical, usable skills, while informing them from his breadth of knowledge. Both men combined their talents to develop the Non-Manipulative Selling techniques. The Non-Manipulative Selling Method is based on quickly establishing a bond of trust with a prospect, thus enabling a salesperson to deal from a position of mutual respect. Today, Non-Manipulative Selling is used as a training resource among the worlds leaders. Youll Learn Removing Pressure and Getting the Sale. The four guiding principles of non-manipulative selling. Turning Tension into Trust. Why fact-finding isnt enough. The Six Steps of Non-Manipulative Selling. Relationship Selling. Recognizing how you deal with others. Verbal Communications. Tension managements master skill. Personal pronouns - a good signal from your buyer. Listening for buying signals. Vocal intonations. Seven techniques for probing. The six types of probes. Non-Verbal Communications. Body language. Vocal quality and characteristics. What decreasing eye contact tells you. Other silent signals. The most obvious sign a customer is ready to buy. The four zones of interaction. The Image of Excellence. The importance of first impressions. Why attention to minor details pays off. Putting your energies into things you can control. Dress. Appearance. Posture. Mannerisms and habits.

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The tools in this book are not gimmicks - they help you learn to build trust by being trustworthy Having studied this book (after going through Dans live workshop) and **AudioBook : Non-Manipulative Selling: Building Sales Through Trust Non-Manipulative Selling/Building Sales Through Trust/Tony - eBay** Apr 15, 2017 Register Now For Unlimited Books Acces Non-Manipulative Selling: Building Sales Through Trust Specifications : Title:Non-Manipulative **Building Trust, Growing Sales : How to Master Complex, High-End** The entire approach is based on nonmanipulative high trust behaviors that High trust selling means handling every aspect of the sales process with a high the ice with a little small talk (and equated small talk with relationship- building). **Catalog Record: The sales managers idea-a-day guide : 250** Non-Manipulative Selling: Building Sales Through Trust Tony Alessandra,Phillip Wexler. SAMPLE. PLAY AUDIO SAMPLE. 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Written by: Tony Alessandra , Phillip Wexler Narrated by: Tony Alessandra , Phillip **6 Rules of High Trust Selling - Nightingale-Conant** TRADITIONAL NON-MANIPULATIVE SELLING SELLING Step 1: Planning vs. the sale, require the establishment of trust and the building of credibility. **Marketing in the 21st Century - Google Books Result** Jul 17, 2015 This technique is titled Non-Manipulative Selling and I would refer in a sales meeting, to build trust, to identify the prospects needs and to **Tony Alessandra on iBooks - iTunes - Apple** Listen to a sample or download Non-Manipulative Selling:

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