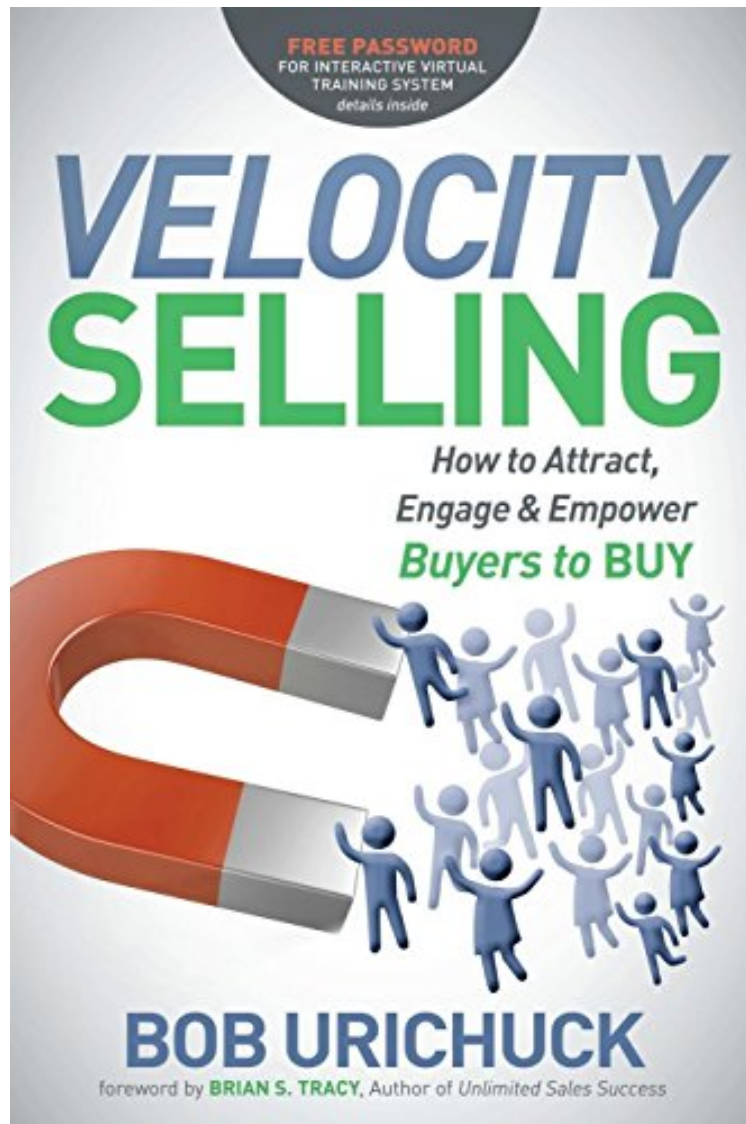


[Download] Velocity Selling: How to Attract, Engage Empower Buyers to BUY

Velocity Selling: How to Attract, Engage Empower Buyers to BUY

Bob Urichuck

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Bob Urichuck : Velocity Selling: How to Attract, Engage Empower Buyers to BUY before purchasing it in order to gauge whether or not it would be worth my time, and all praised Velocity Selling: How to Attract, Engage Empower Buyers to BUY:

0 of 0 people found the following review helpful. Sales Training for the 21st Century By Dan Scheunert Velocity Selling is a top notch, clear and concise guide to selling in today's hyper- competitive world. Highly recommended! Dan Scheunert - President, OnPath

The Bottom Line
Sales are the lifeline to your bottom line. To succeed in sales, you need to do the opposite of

selling. Most organizations today realize the economy has brought on a shift from selling during the boom times to attracting, engaging, and empowering the new economy of buyers to buy. One absolute fact is that traditional and consultative sales methods no longer work. Businesses are experiencing slower sales, sales cycles are too long, sales professionals lose control of the sales process, and businesses' bottom lines are behind projections. Velocity Selling will help you learn a non-traditional 'buyer-focused' sales system that will boost your sales volume while contributing to your bottom line. As opposed to teaching selling skills, it teaches you how to facilitate the buying process by putting your focus on the buyer and how to attract, engage, and empower them to buy. As simple as A, B, C, D, it starts with building a solid foundation: Attitude: belief in yourself, your organization, and the buyer Behavior: effective habits toward yourself, your organization, and the buyer Competencies: a systematic approach to engaging and empowering buyers to buy, if they are qualified Disciplines: practices that need to be maintained for continuous success Yes, you can increase your bottom line while shortening your sales cycle; you can be in control of the sales process while building and maintaining relationships that will become your secondary sales force. Without buyers there are no sales, no revenue, no organization, no jobs. But buyers are everywhere. What are you doing to help them buy? Sales Velocity ~ Your Bottom Line ~ Our Passion

"Velocity Selling is one of the greatest breakthroughs in sales today. It is focused on the buyer and when combined with the virtual training it can dramatically increase your sales results faster and make your sales more predictable and consistent." -Brian Tracy, Author - Unlimited Sales Success "Systems and procedures make the world go 'round. The Velocity Selling System helps sales pros gain the most benefit from the time they spend communicating with clients online, over the telephone or face-to-face. Start improving your sales ratios with it today!" -Tom Hopkins, Author of How to Master the Art of Selling "No matter what profession, business or industry you are in, you will need sales to survive. Velocity Selling provides you with a simple step-by-step process that is the opposite to telling and selling (asking and buying). Not at all saleseey! Perfect for all selling and non-selling professionals when you want to engage buyers to buy from you online, offline, over the telephone or face-to-face." Ram Ganglani - Founder, Right Selection - Middle East and Near Asia. "Velocity Selling -- It's your bottom line -- want to make a difference NOW? Apply Bob Urichuck's 'Buyer Focused Velocity Selling System' and watch your sales and profitability grow!" -Claude J. Joncas, Director of Sales, Bombardier Recreational Products "As a student of business and personal effectiveness tools, I have seen a wide variety of approaches - and Bob Urichuck's tools and communication style are among the best I've seen anywhere. Bob has achieved the rare feat of providing lots of high-value content that he communicates with absolute clarity and simplicity. Bob's content is extremely practical, and he delivers with high impact and relevance, as an author, speaker and trainer. The acid test is this: you put his materials into action, it works. I have no hesitation in giving him and his materials a five-star rating." -Matthew Newham, Managing Director, Delta Change Management and Scotland Country Leader, XL Results Foundation "As we entered the last quarter, we were behind target by 54%. We selected Bob Urichuck to get us back on-target. In no time Bob inspired, engaged and empowered our sales team with his 'buyer focused' Velocity Selling System. Not only did Bob change our way of thinking, our attitudes and behaviors, he gave us a systematic approach to targeting high value buyers and engaging them to buy. The end result, we surpassed the year-end target by 5%. If you want bottom line results, engage Bob!" -Yaqoob Al Zarooni, Chief Human Capital Officer, Dubai Properties LLC, (U.A.E.)