



The 250 Sales Questions To Close The Deal

Stephan Schiffman

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Expert Q&A that wins the deal--every time!

The key to more sales is closing more deals--and sales guru **Stephan Schiffman** knows all the tricks and techniques you need to do just that. Organized in a simple question-and-answer format that allows you to implement new strategies virtually overnight, this new Schiffman classic is a gold mine of practical information for all salespeople--newcomers and veterans alike. *The 250 Sales Questions to Close the Deal* offers cutting-edge sales questions in six core areas to help you:

- Initiate contact with prospective clients
- Build rapport with your customers
- Help secure the "Next Step" with every prospect
- Craft customized presentations
- Cope with setbacks or obstacles
- Negotiate and finalize the best deals

No matter what you're selling--or to whom you're selling it--you'll sell more with Stephan Schiffman by your side!

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