

A white paper napkin is folded and placed on a dark wood-grain table. The napkin has the handwritten text "Stop Selling, Start Solving" written in black ink. The background is a blurred restaurant interior with several round tables and chairs, and a person in a dark suit is visible in the distance. The lighting is warm and ambient.

Stop Selling,
Start Solving.

Stop Selling

Virginia B. Morris, Kenneth M. Morris

Stop Selling:

To Sell is Not to Sell Greta Schulz,2008-12 Greta gets to the heart of successful selling with an engaging writing style that invites readers to embrace mutually beneficial relationship building strategies to turbo boost sales a people first approach that fosters fierce customer loyalty A must read for sales leaders at every level Andrea Rowland Managing Editor Go Daddy Garage Our sales executives give Greta s training an A Ray Shaw Past Chairman CEO President of American City Business Journals past President and COO of Dow Jones Co and the Wall Street Journal Greta has shown us how to close more deals with less effort and pressure If you learn her way you will not only enjoy selling even more but truly excel at it Frank J De Raffe Jr New York Times Best Selling Author Strategic Business Networking and Business Networking and Sex

Stop Selling and Start Leading James M. Kouzes,Barry Z. Posner,Deb Calvert,2018-02-09 NAMED THE 3 TOP SALES BOOK OF 2018 Make extraordinary sales happen In the Age of the Customer sales effectiveness depends mightily on the buyer experience Despite nearly universal agreement on the need for creating value in every step of the buyer s journey sellers continue to struggle with how to create that value and connect meaningfully with buyers New research bridges the gap and reveals the behavioral blueprint for sellers that makes buyers more likely to meet with them and more likely to buy from them In Stop Selling Start Leading you ll discover that the very same behaviors that make leaders more effective also work to make sellers more effective too This critical shift in the selling mindset and in the sales role itself is the key to boosting your overall sales effectiveness Inspire challenge and enable buyers Change your behavior to build trust and increase sales Step into your leadership potential See yourself the way your buyers do Feel good about selling again When you re aiming for quota attainment and real connections with buyers this book gives you the confidence and skills you need

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