

JAMES M. RANKIN

The Magic of Method Selling

Revolutionary New Sales Ideas,
Based on Old World Truth



A Cut to the Chase Publication

The Magic Of Method Selling

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The Magic Of Method Selling:

The Magic of Method Selling James M. Rankin, 1994-09-01 When sales people get into their sales costumes they leave their human qualities at the door they leave their naturalism in their dressing room they leave the essence of themselves out of the role all together The Magic of Method Selling will give you an opportunity to use the principles of one of the world s best teachers in the theater Stanislavski and to apply them to make you became a more believable thus more successful sales person The Magic of Method Selling concepts will make you a much richer sales person but not just in the monetary sense

Mastering Method Selling James Rankin, 1901 Selling as art is the underlying theme of a new book from one of America s most prolific sales professionals James M Rankin Grounded in the artistic principles of Method Acting Rankin s The Magic of Method Selling teases out the evolutionary concepts applicable to selling and presents them in a lively informative and usable fashion The author s enthusiasm and desire to motivate sales professionals energizes every page with a fast paced presentation that keeps reader eagerly turning the pages Rankin s unique approach is drawn from the life long work of Russian acting teacher and director Constantin Stanislavski whose famous Method Acting techniques endure through the nearly 80 years since his death The author s model for sales success reflects Stanislavski s deep belief in the importance of liberating the innate creative processes of human being allowing them to fully develop the realism necessary for successful performance The Magic of Method Selling posits each sales presentation as a performance that must be fresh and new every time the salesperson is on stage The notion that a system I used on acting techniques is a reliable basis for successful sales performance is a novel proposition Reader of The Magic of Method Selling may be pleasantly surprised as they follow Rankin through an easy to follow demonstration of the correlations between Method Acting and Method Selling from the initial preparations through the final presentation Profoundly embracing the power of mental attitude Rankin wraps attitudes around realistic action for salespeople to incorporate into their sales development repertoire He overtly takes a whole person approach to developing a successful sales persona emphasizing the interrelatedness between mental and physical activities that leads to a closed sale

The Maverick Selling Method Brian Burns, 2009 The Maverick Method is a powerful and unique selling method that provides the complete picture of how complex sales work The Method has been researched developed and practiced over a twenty year period We have studied and modeled over one hundred of the most successful salespeople Unlike other selling methods the Maverick Method has been proven by salespeople on the front lines of the most difficult selling environments imaginable The Mavericks that we have modeled have been able to create new markets dominate their market segments and marginalize their competitors What you will learn from the Maverick Selling Method How a complex sale really works How to control the buying process How to customize your selling process for your unique product How to set and change the rules that will justify the buying decision How to marginalize any competitor How to close the deal in a predictable manner before your competitor even knows they have lost What Mavericks do differently How you

can become a Maverick **How and what to Sell** ,1927 *Advertising & Selling* ,1930 **The International Confectioner** ,1928 *To Sell Is Not to Sell* Greta Schulz,2009-01-08 Greta defines what it means to sell without selling The true value of this book is that it can be equally applied by the sales veteran and the rookie To Sell is Not to Sell lets you see that selling is about having a mutually beneficial relationship and creating the true Win Win Frank DeRaffele Nationally Syndicated Host of the Entrepreneurial Excellence Radio Show Greta Schulz is amazing She takes the process of selling to a whole different level If you re willing to follow her advice you will learn how to stop selling and start making some real money It will change your sales career Everyone should read this book Sue Eusepi Aflac Regional Sales Coordinator Our Sales executives give Greta s training an A Ray Shaw President and CEO of American City Business Journal Past President of Dow Jones **Advertising and Selling** ,1913 **Selling Magazine** ,1908 *Advertising & Selling and the Advertising Agency* ,1930 *The Radio Dealer* ,1926 **Popular Science** ,1952-03 Popular Science gives our readers the information and tools to improve their technology and their world The core belief that Popular Science and our readers share The future is going to be better and science and technology are the driving forces that will help make it better **Industrial Arts Index** ,1926 *Golfdom* ,1927 *The Eastern Underwriter* ,1926 **Monthly Journal of Insurance Economics** ,1926 **The Maritime Farmer and Co-operative Dairyman** ,1914 **Seminar Selling** Paul Karasik,1995 Seminar selling is the most cost effective technique for marketing financial products and services Research has shown that face to face sales calls are very expensive and telemarketing is both time consuming and overused This comprehensive guide for the financial services professional demonstrates how to conduct profitable seminars *Sales Management* ,1925 **The New Agriculture** Samuel Crowther,1928

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