


WALL STREET JOURNAL BESTSELLER

ALEX GOLDFAYN

SELLING BOLDLY



Applying the New Science of
Positive Psychology
to Dramatically Increase Your
Confidence, Happiness, and Sales

WILEY

Alex Goldfayn

Selling Boldly: Applying the New Science of Positive Psychology to Dramatically Increase Your Confidence, Happiness, and Sales



[continue reading](#)

WALL STREET JOURNAL BESTSELLER! Alex Goldfayn's clients grow their sales by 10-20% annually, each year, as long as they apply his simple approaches. Fear 's the reason most salespeople don't. You're a specialist salesperson. YOU KNOW WHAT TO DO. I am not likely to teach you much in this book that you don't that may grow your product sales... Because sales growth comes from doing, being unsure of. I offer our clients additional services and products, even though they might love to buy more from us. You know that calling a customer on the phone is more effective than emailing her, but you still frequently revert to email. but still we don't. They are the powerful concepts in the brand new field of positive psychology which are transforming how we work and succeed. Offering Boldly is the first reserve that leverages positive psychology to help you sell more. You'll also learn some fast, simple sales-growth techniques—significantly and quickly. and how to close 20% more quotations and proposals instantly; and how exactly to properly require and obtain referrals—Fear is the reason we don't ask for the business more, despite the fact that our customers need it from us. like how to add on to existing orders; IF YOU'RE IN SALES, FEAR Offers COST YOU MILLIONS OF DOLLARS, AND THIS BOOK IS FOR YOU.) I know. I want to pick up the telephone (salespeople average just four hours weekly on the telephone, and our work is to speak to humans! You do that for a living. You know, for instance, that testimonials and referrals are one of the better ways we have to grow sales, correct? But do you require them enough? A lot of people don't. We will cover what continues us from performing these things (fear), how exactly to conquer it (by hearing your happy customers), and how to implement these simple but powerful sales development techniques (by briefly planning them, also performing them). This book deals with that fear. You understand your visitors buy other services and products that you can help them with, but you don't ask them about the products. You'd like to help them, and they want more of your help —What's the secret to selling more? You will learn just how to overcome this destructive fear in sales, and replace it with confidence, optimism, gratitude, joy, and proactive sales function. I ask them. There is a difference between knowing how to proceed, and actually doing it. I know you know. With Selling Boldly, we start to do what we already know. I. Fear is the reason we don't. Today, we begin doing. And growing. These approaches are laid out in this publication, in precise detail, for you to implement within your own work. Alex doesn't hold anything back in this manual for offering more. that is why they've been with you for five or ten or two decades —There is no secret. There is absolutely no magic bullet. There is the work. There are just the

mindsets, and the communications. In *Selling Boldly*, Alex teaches readers how exactly to attain these mindsets, and how to implement these communications, so that sales haven't any choice but to grow!



[continue reading](#)

Perspective shift This is the second book I have read from Alex Goldfayn and I have been a regular subscriber to his weekly ezine for about 5 years now. Once again, in this book he has helped me regain perspective on professional selling. After 33 years in this part and grateful for the countless successes I have enjoyed in serving customers, I had dropped my way over the past few years and had allowed fear to overtake me in many ways.. Selling Boldly is a mindset switch. Alex clearly states there are no magic bullets or . Alex's easy to follow steps really do assist you to "sell boldly" by obtaining past your fear of selling and also doing. I've had many meaningful conversations with my clients just by using the techniques and tools Alex freely shares. Not only do you want to increase sales, but you'll also set up a very loyal clientele that will bring you increased business for years to come. That is a book is a "must have" for anyone wanting to increase their sales. Slow down in email activity and pick up the phone!.The complete processes and mindset explained and then taught in "Offering Boldly" are immensely beneficial. I find Alex's books very easy to read and comprehend because they both have become fundamental; Only Do Spoiler alert - it's unlikely he'll tell you whatever you don't already know. Except, you're not carrying it out!. I must say i liked this book. It's a great reminder that you need to call your clients, ask for referrals & He's upfront with you and he isn't sugar coating what we need to do to succeed in our respective professions. again. He lays it out with great tales and examples and shows the all important ROI.and more substantially forward inside our thinking. Highly recommend. Pick up the phone! There is absolutely no try. People respond to this. Proactive, effective advertising can be nothing more than being truly a 'friend' to your visitors in this world that's becoming even more digital and impersonal each day. That's my big takeaway from Alex's book, and it works. Alex clearly states there are zero magic bullets or hidden secrets to product sales. A great, easy read. He lays it out in a very easy to understand perspective Alex is honest and fair. testimonials, follow-up on rates and write a hands written note now & He lays it out in a very easy to comprehend perspective, spend hard work with the ones that trust you and have confidence in you.. stay static in contact with your clients/customers, ensure they know all that that can be done for them, build deeper more powerful relationships with them, after that ask for more and you will get more.The task of course is to really do what Alex recommends. The steps and processes that Alex lays out along with his templates and worksheets within the reserve have helped me tremendously.. This book is actually well organized and organized is a means that guarantees that you'll quickly grasp the concepts and concepts presented. This book is well crafted and easy to read.. In the event that you were, you're probably not out looking at business books. Alex makes an excellent case because of this and it generally does not cost much in time and next to nothing at all in hard dollars. Any

successful sales person knows this and knows what they have to do. Fantastic Resource I own a successful small business and picked up this phenomenal book at the airport terminal while traveling. Keep up the hard work and I anticipate even more to come from Alex Goldfayn... An easy read. Selling Boldly offers a reminder that I can and do provide worth to my customers and blueprint for regaining the correct mindset for success..to provide us more peace in our success. If we sold 10-20% more each year and did it with more peace of mind, this might be the dream profession it really is meant to be. A great book providing actionable guidance to earn business! I just finished "Offering Boldly." It really is a great book full of simple, easy-to-implement activities that will earn business. It really is an excellent companion to Alex's "The Revenue Development Habit. You'll be surprised at how quickly you can shift your perspective into one which is ideal for presenting your business and services.. Many thanks. This is a straightforward read, and can leave you feeling ready and able to end up being proactive in both your professional and personal life. So what is it? The objections we need to answer are among our ears and not appearing out of the customers mouth. This terrific publication shares with you why that is and much more importantly gives you tools you can use going ahead. And you may find that the writer clarifies how to do that in easy to comprehend language and that you can apply his ideas immediately. Five Stars one of my favorite sales books of the year.. But he does offer some (easy) planning and organization that complements our existing equipment and can move us incrementally forwards in our results. I am always researching to improve which book is a fantastic resource. Although the reserve seems to be directed even more to large sales groups, I came across that it put on my business aswell. Really, I cannot start to explain all the plentiful and good ideas you will glean from this well-written publication, but to start, you will learn how to very just apply the research of positive psychology to every second that you are conducting business." A marketing/product sales 1-2 punch! Highly Recommended! Continued success! In a single month I have seen my sales increase by 30% by applying just some of the many recommendations suggested. Finding factors to connect with you customer instead of selling to your client is key to growing your sales. This is an easy read, and can leave you feeling ready and ... Not only is this incredibly practical, simple and helpful in the arena of product sales, but it addittionally addresses ways in which we operate away of fear/perfectionism in every day life. Fantastic Reserve to keep Salespeople in the Positive! simple easy way to improve your business I do product sales for a number of years which book explains in easy steps what to do and how to increase your business within an easy way. Especially the way Alex describes the fears we have calling customers was an eyeopener... If you want to boost your product sales and obtain exited again you must read this book!



[continue reading](#)

download Selling Boldly: Applying the New Science of Positive Psychology to Dramatically Increase Your Confidence, Happiness, and Sales pdf

download Selling Boldly: Applying the New Science of Positive Psychology to Dramatically Increase Your Confidence, Happiness, and Sales ebook

[download free FSMA and Food Safety Systems: Understanding and Implementing the Rules djvu](#)

[download Diabetes and Carb Counting For Dummies \(For Dummies \(Lifestyle\)\) e-book](#)

[download Mediterranean Diet Cookbook For Dummies djvu](#)