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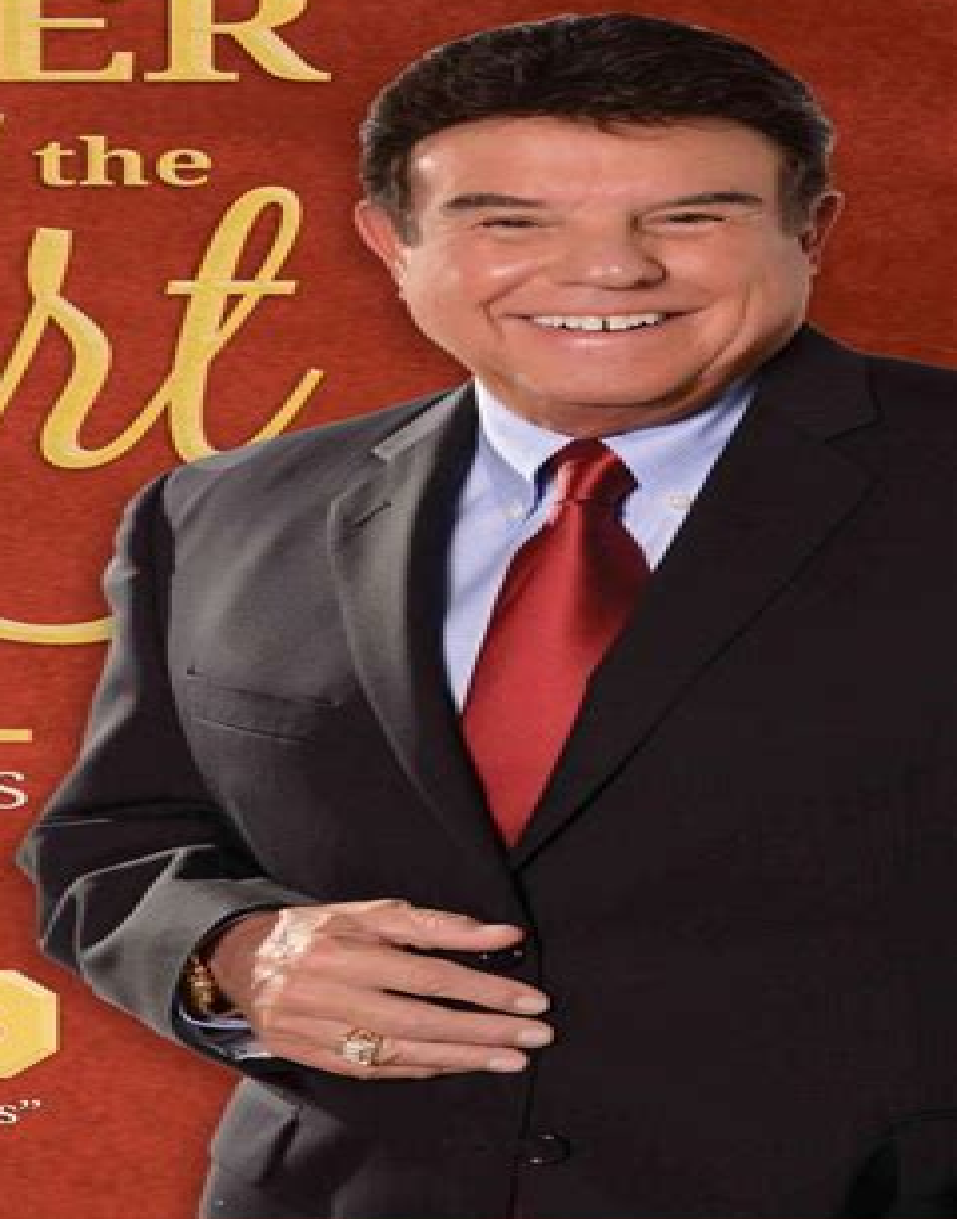
SELLING

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with

TOM HOPKINS

"The Builder of Sales Champions"



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How to Master the Art of Selling Financial Services Tom Hopkins, 2016-02 Whether you're a financial services expert or novice you understand the business You've worked hard to gain your product knowledge You watch industry trends But do you know how to talk to clients so they'll listen The Art of Selling Financial Services depends upon the collaboration of listening and understandably communicating to clients Learning how to quickly gain the trust of others get them to like you take your advice and become long term clients is the foundation for every successful business Tom Hopkins has been training in the financial services industry since 1990 and he has developed methods to help you communicate to your clients and you understand what your clients want from you Once you know what clients want you can learn how to provide it Financial services representatives have turned to Tom Hopkins for years for his proven effective professional selling strategies which have helped them learn how to help more of their clients make financial planning decisions How to Master the Art of Selling Financial Services will help you Learn effective ways to talk with clients and calm their fears Ask the right questions to get clients talking about their needs Implement client feedback so that you can provide your best service Increase your sales ratios with closing strategies that make sense to your clients Grow your business with powerful yet simple referral strategies Tom Hopkins methods will teach you how to master the art of selling financial services more effectively and efficiently than ever before

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hearing the word No from your prospects You ll know for all time how to hear more of that sweet sound of YES

Quota-Busting Prospecting Skills Tom Hopkins,2015-04-29 Got a quota If you re in sales the answer had better be a resounding Yes Real success comes from reaching beyond what others expect from you you ll miss 100% of the shots you don t take More than any other profession being in sales means you need to know what you re aiming for in order to be successful How do you perfect your prospecting skills and make it fun and profitable No one knows the answer to that question better than the legendary Tom Hopkins who earned more than one million dollars in commissions during the first three years of his sales career Over the course of the past 25 years he s been teaching others to do the same There are four precise categories that every prospect falls into Do you know who can use for your product or service Do you know which ones can afford it Ignore these key points and you will struggle Use them correctly and you can write your own ticket to close limitless sales and have fun in the process In sales time is your most valuable commodity and wasting it is a very expensive lesson *Quota Busting Prospecting Skills Strategies to Make Prospecting Fun Profitable* teaches you just how to make the most of your time with a smile Discover which prospects are qualified before you even approach them and stack the deck in your favor In this program you ll learn the secrets to Finding the people to sell to Learning the nuances of Non Referral prospecting Getting others to refer their friends to you Finding fortune and felicity with the phone Using Tom s timeless techniques you can keep your pipeline full and bust all your quotas Now you can build a strong loyal customer base that promises both fun and fortune

New to Sales? Tom Hopkins,2016-03-16 A typical Sales Associate job description is all about getting results with very few hints about how to get them As a new Sales Associate the job of mastering the art of selling involves much more than simply answering to the description and showing up for work There is a step by step recipe for sales success and applying it takes both skill and finesse So the questions is how do you start No one knows the answer better than the legendary Tom Hopkins who earned more than one million dollars in commissions during the first three years of his sales career Over the course of the past 25 years he s been teaching others to do the same Learn the 12 Sources of Sensational Selling Success Discover the right questions to ask for stellar closing results Use the simple hidden trick to creating the optimal selling climate In clear easy to understand language Tom will guide you through the process of becoming a master of sales Get this book and launch your career as a Sales Associate today *Mastering the World of Selling* Eric Taylor,David Riklan,2010-07-30 Of the 17 million people in the U S who are involved directly or indirectly in sales many repeatedly acknowledge facing four major challenges No prior sales education or training Lack of formalized sales training resources and methodologies provided by their companies Due to the recession and downsizing era lack of 12 18 month professional sales training for new hires provided by Fortune 500 companies A consistent struggle to keep their sales force distributors manufacturers reps and affiliates motivated and focused on effectively selling their products and services *Mastering the World of Selling* helps companies and entrepreneurs overcome these four major obstacles with candid advice and winning strategies from the

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When Buyers Say No Tom Hopkins, Ben Katt, 2014-04-01

This is a complete and practical guide which highlights the authors new strategic approaches to selling when the buyer initially declines or is resistant on a sales opportunity Hopkins and Katt explain that most sales reps take a traditional linear approach to selling but that the trick in closing is in taking a more creative and circular approach That s the key It all starts with how the buyer initially says No Too many sales reps don t pay close attention as to how that s presented Hopkins and Katt point out that no may suggest all sorts of other options avenues that can eventually lead to the buyer actually saying yes The authors introduce a novel concept called the Circle of Persuasion which offers sales reps a new approach in this potentially tricky process Along the way WHEN BUYERS SAY NO details prescriptive steps and even sample dialogues that will instruct and guide sales professionals on how to best cultivate buyer seller relationships There s particular emphasis on how to establish the kind of rapport that ultimately leads to a successful close 16 Power Closes Tom Hopkins, 2015-05-28

ATTENTION SALES REPS What s that beautiful sound you hear Is it the babbling of a clear cold brook Is it the laughter of an innocent child Is it the tender refrain of a meadowlark No It s the sweet sound of YES the sweetest sound in Sales Learn how to smoothly create an abundance of closing opportunities and get more Yesses than ever before The hallmark of every master closer is knowing several ways to close deals Now you can know just when to act when to hold back and exactly when to close Learning this one simple approach means you ll be able to close more sales in less time with happier customers every time But where do you start No one knows the answer to that question better than the legendary Tom Hopkins who earned more than one million dollars in commissions during the first three years of his Sales career Over the course of the past 25 years he s been teaching others to do the same 16 Power Closes How to Hear More of the Sweet Sound of YES will show you

in crystal clear detail the exact steps you need to take in every sale You ll learn not just How but Why plus how to close with integrity and pride Discover 16 ways to take any prospect through each step methodically and get to that sweetest of sounds the word YES In this timely book Tom reveals all there is to know about Getting over the Objection Connection What to do before closing for more sweet success 16 Power Closes for Sales champions and those who want to be Now you can turn any objection into a closing opportunity Use the winning tactics in this book and never again fear hearing the word No from your prospects You ll know for all time how to hear more of that sweet sound of YES **Service Selling** Robert G.

Stemper, 1991-09-03 A guide to improving sales and profits in consumer financial services that stresses the development of a sales and service culture The key principles discussed are interaction with customers cultural support and values service from the customer s point of view service selling characteristics of successful sales organizations star sales people perfecting the sales process dealing with prospective clients and ongoing interaction with the client The Art of Selling: Unraveling

the Mystery of the Step-by-Step Sales Process Nona Blackburn, Delve into the very heart of effective selling taking inspiration from the seamless methodical approach that lies at the core of every successful sale Through insightful anecdotes and unparalleled expertise this book unfolds the mysterious workings of the step by step sales process Comprehend the intricate dance between buyer and seller as they navigate through well defined stages fostering trust rapport and ultimately driving unrivaled success Prepare to unlock the secrets behind converting prospects into lifelong customers revolutionizing your selling abilities and conquering the art of sales *Business Skills All-in-One For Dummies, UK Edition* Kate

Burton, 2012-02-03 Fulfil your workplace potential with this indispensable handbook Written by a team of experts *Business Skills All in One For Dummies* is your complete guide to perfecting your communication management and organizational skills Inside you ll find simple techniques for improving your performance at work everything from presentation skills project management persuading and influencing people motivating yourself and others managing your workload managing a team and much more No other book offers you this much in one volume It s like having a whole team of business communication and management experts sitting on your bookshelf but much less crowded Inside you ll find 4 books in 1 Book I

Communicating Effectively covering communication presentations body language confidence persuasion influence Book II Building Your Commercial Acumen covering accounting and budgeting technology selling negotiation Book III Managing and Leading Others recruiting working in teams and groups dealing with ethics and office politics coaching leadership Book IV Increasing Productivity and Performance time management project management achieving goals motivation managing stress organising time managing meetings and dealing with emails *Solomon's Guitar* Michael A. Lawrence, 2010-06 Mike first began to develop his idea for the book in 1993 For over 15 years he has made notes and stashed them in a file and written a little here and there He has almost always worked two jobs and his busy life did not leave much time to write but he could never quit thinking about it Finally he decided to finish it if for no other reason than he could get the idea out of his head and

quit daydreaming about it In ancient Israel God granted one wish to a Solomon and he became the richest and wisest of kings What if God did it again but this time it was for a teenager named Solomon Sanchez Instead of choosing wisdom what if he chose to be the greatest guitarist in the world Anyone who has ever fantasized about being rich and famous anyone who has dreamed of being a rock star anyone who has enjoyed playing music video games will enjoy this story It is a wild and fun ride with many twists and turns There is much to gain from Solomon and his many mistakes and successes

Cool Careers For Dummies Marty Nemko, 2011-02-25 Every year thousands of people change careers Whether you are a recently graduated student looking to put what you studied to good use or an experienced professional looking for a change in routine finding a career that really suits you can be a daunting task Cool Careers for Dummies helps you discover what you really want out of life what your passions are and how well you perform in different environments and then shows you how to use this information to find a career that suits you Now revised and up to date this easy to use guidebook helps you explore your job options and make clear minded decisions This new edition gives you the tools you need to Search for and find a career that fits your talents Land the job you want Train for your new found career Mold your resume into a masterpiece Put on a stunning interview Improve your career by making the most out of your job Explore the fun and profit of self employment Along with these features Cool Careers for Dummies provides a self assessment section to help you identify your interests After answering a few questions about yourself you ll apply your answers to the Cool Careers Yellow Pages which profiles more than 500 great careers It also lets you in on some unwritten codes of the office such as having integrity defusing saboteurs and maintaining office relationships So what are you waiting for Get Cool Careers for Dummies and find the job of your dreams today

Financial Services Marketing Christine Ennew, Nigel Waite, Róisín Waite, 2017-11-07 Now in its 3rd edition Financial Services Marketing offers a balanced and useful guide to the topic that is both conceptual and practical The authors have drawn from extensive international experience to ensure that this text will resonate with users across the globe This edition is complemented by numerous international references examples and case studies featuring companies such as American Express Direct Line Barclays NatWest RBS Aviva and HSBC This fully updated and revised edition features An expanded section on regulation which has international reach and addresses the post Brexit world Greatly expanded coverage of digital marketing at both the strategic and tactical levels New material on how to improve a company s trustworthiness and safeguard a culture that is customer focussed New examples vignettes and case studies that showcase best practice from around the world B2B and B2C marketing Upgraded PowerPoint support on the companion website Financial Services Marketing 3e will be hugely beneficial to academic students of marketing and finance as well as essential reading to those industry based and studying for professional qualifications

Plunkett's Retail Industry Almanac Jack W. Plunkett, 2008-12 A market research guide to the retail industry a tool for strategic planning competitive intelligence employment searches or financial research It contains trends statistical tables and an industry glossary It includes one page

profiles of retail industry firms companies and organizations It also includes addresses and phone numbers **101 Tips for Selling Financial Services** Linda Richardson,1986-01-17 Written by a nationally known sales trainer this compact guide to selling financial products and services addresses 101 common situations that cause trouble for sales representatives Each trap is described in depth with specific examples that show how to turn the trap into an opportunity New sales people seasoned reps and trainers and sales managers in banking brokerage insurance and related fields who must adapt to a more aggressive marketing environment will find over a hundred guidelines and pointers for increasing productivity and specific techniques for handling objections mastering the incremental close increasing self awareness even obtaining valuable intelligence from clients and competitors **Careers in Focus** Facts on File,2009 Explores twenty careers in sales including educational or training requirements ways to get started advancement possibilities salary figures and more

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