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# MASTER

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the

# Art

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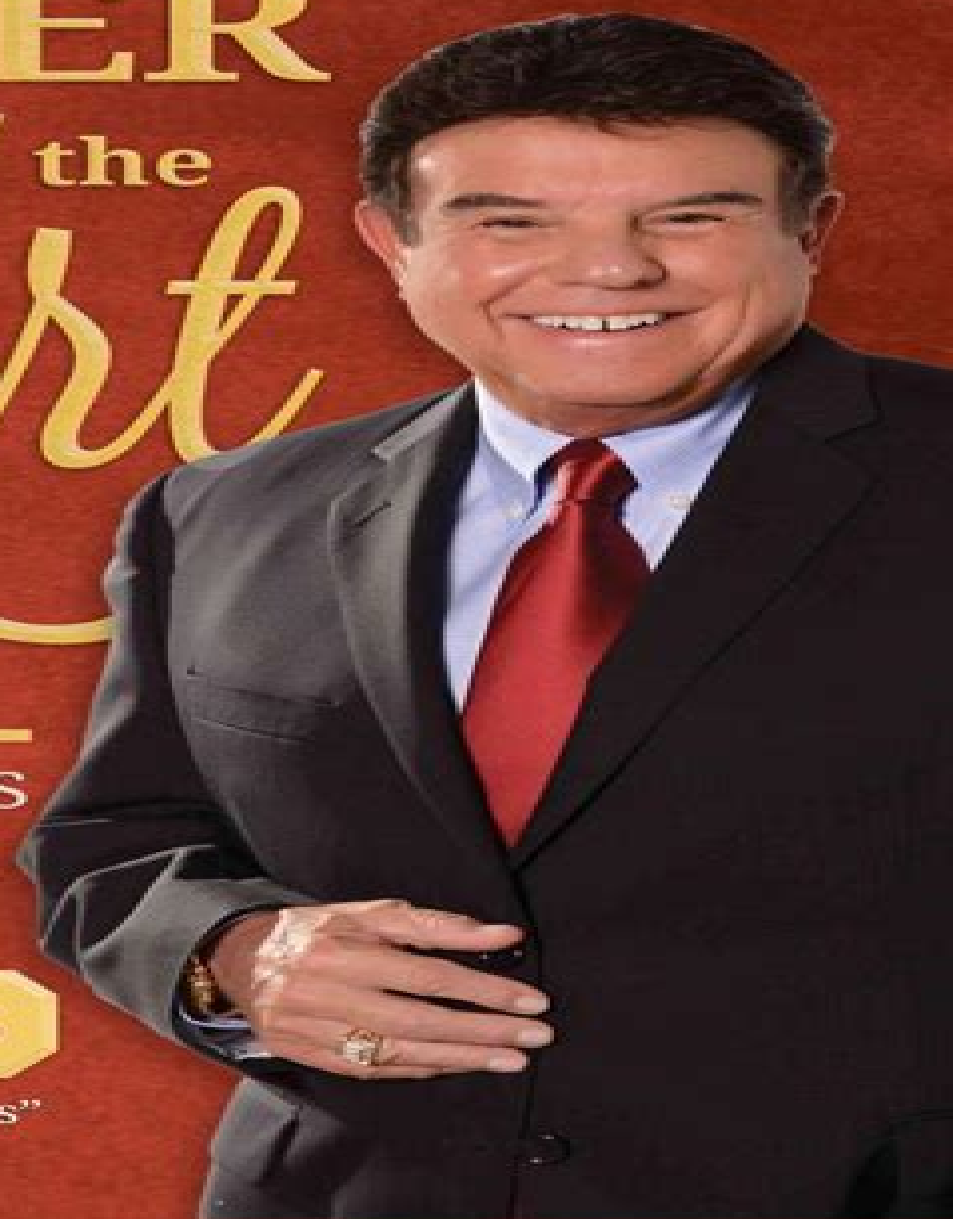
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# How To Master The Art Of Selling Financial Services

**Tom Hopkins, Ben Katt**



## **How To Master The Art Of Selling Financial Services:**

*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

*How to Master the Art of Selling* Tom Hopkins, 2015-05-04 You're in sales Whether you call it persuasion or sharing it all boils down to the same thing Your aim is to get other people to accept you your product or your idea Within these pages are hundreds of ideas for doing just that Not only are the ideas here but the words and phrases that make them work are here as well Tom Hopkins is unique in that he won't teach you any strategy that he hasn't proven to work successfully in real life selling situations One single strategy alone has tripled the sales volume of many readers That's why the book is recognized as a classic 25 years after its first printing This book is written in clear easy to understand language There's no hype or theory here just proven effective how to strategies to help you increase your sales volume immediately Need help in a specific area Check out the detailed index The answers to nearly every concern or objection are literally at your fingertips Save yourself the time it took Tom to master the art of selling It's all wrapped up in these pages for you

**How to Master the Art of Selling ... In Under 50 Minutes** Tom Hopkins, 2015-05-12 In order to achieve great success in the field of selling you need product knowledge people skills and discipline Your company provides product knowledge and gives you an idea of who your ideal clients will be You provide your own discipline to learn the ropes be well organized and treat your clients well Tom Hopkins teaches you the people skills aspect of selling Tom Hopkins is a master sales trainer and an authority on the subject of selling He has authored 18 books on the subjects of selling and success Nearly three million copies of his books have been purchased and read by those who are serious about their selling careers Tom has also personally instructed over five million sales pros on five continents through live events Learn the

psychologically sound fundamentals of a career in selling including the right words to use how to get referred leads where to find new business the types of questions to ask in order to get the answers you need and exactly what to say to close sales This abridged version of Tom's textbook size *How to Master the Art of Selling* is an ideal starting point for anyone who is new to sales It's a great refresher for a sales veteran too The more nuances of selling you are aware of the more opportunities for success you will create Learn the most effective selling strategies of the last 40 years by reading this book [Sell It Today, Sell It Now](#) Tom Hopkins, 2016-09-01 Have you discovered the power of the one call close *Sell it Today Sell it Now* by sales champion Tom Hopkins is your ultimate reference guide to planning and perfecting the art of one call closing Whether you are an established sales professional with a long track record of achievement or a newcomer yet to make that first sale you will learn why hundreds of thousands of salespeople use this book as a resource for new techniques and surprising insights You will discover how easy it is to Employ the 15 keys of overcoming objections Overcome your fear of closing Manage the 4 concepts that control all sales Let your customers answer their own objections Master the art of the one call close Once you get a taste of this easy going soft selling results only system you'll absolutely love it and never want to sell any other way This step by step sales training book holds the key to your successful sales career **The 6-Figure Sales Office** Tom Hopkins, 2015-06-11 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 [Your Sales Presentation](#) Tom Hopkins, 2015-05-14 Can 17 minutes really change your life If you're using Tom Hopkins Sales Presentation formula for success you'd better believe it Do you know the most crucial most overlooked step that you need to take before setting up any presentation If you're making the same mistake that most salespeople do learning this one technique alone could double your sales No one knows this secret sales solution 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 Using Tom's selling secrets just might turn your life around from defeat to success Learn the formula for successful sales presentations from one of the highest paid salesmen in America Inside these pages you'll discover the key to unlock *The Secrets of Buying* This is not a spectator sport How to put champion power in your presentations Ways to finesse that first meeting every time Tactics to qualify your prospects for ultimate quota busting The formula contained inside *Your Sales Presentation* 17 Minute Formula for Success reveals Tom's personal principles that he developed and perfected through his own experiences in sales No matter what you sell your presentations will be more profitable and more valuable to your company using these exact steps Best of all you will be a boon to your customers when you use and apply the formula for success The real question is can you afford not to make the most out of your 17 minutes *Your Sales Presentation* 17 Minute Formula for Success is a step by step sales presentation system to take you from Zero to Hero in 17 minutes Each chapter includes precise techniques

that will help you master each step in your sales presentation no matter what you're selling 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 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. **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. *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 leading sales trainers and training companies in the world Acclivus AchieveGlobal Action Selling Tony Allesandra Brian Azar Baker Communications Inc Mike Bosworth Ian Brodie Ed Brodow Mike Brooks Bob Burg Jim Cathcart Robert Cialdini PhD Communispond Inc Tim Connor CustomerCentric Selling Dale Carnegie Sam Deep Bryan Dodge Barry Farber Jonathan Farrington Jeffrey Fox Colleen Francis FranklinCovey Sales Performance Solutions Thomas A Freese Patricia Fripp Ari Galper General Physics Corporation Jeffrey Gitomer Charles H Green Ford Harding Holden International Chet Holmes Tom Hopkins Huthwaite Inc Imparta Ltd InfoMentis Inc Integrity Solutions Janek Performance Group Inc Tony Jeary Dave Kahle Ron Karr Knowledge Advantage Inc Jill Konrath Dave Kurlan Ron LaVine Kendra Lee Ray Leone Chris Lytle Paul McCord Mercuri International Miller Heiman Inc Anne Miller Dr Ivan Misner Michael Macedonio Sharon Drew Morgen Napoleon Hill Foundation Michael Oliver Rick Page Anthony Parinello Michael Port Porter Henry Prime Resource Group Inc Neil Rackham Revenue Storm Linda Richardson Keith Rosen Frank Rumbauskas Sales Performance International Inc Sandler Training Dr Tom Sant Stephan Schiffman Dan Seidman Blair Singer Terri Sjodin Art Sobczak Drew Stevens PhD STI International The Brooks Group The Friedman Group The TAS Group Brian Tracy ValueSelling Associates Wendy Weiss Jacques Werth Floyd Wickman Wilson Learning Dirk Zeller Tom Ziglar Zig Ziglar

**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 *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 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

*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

**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

**Buying, Selling, and Valuing Financial Practices** David Grau, Sr., 2016-08-12 The Authoritative M A Guide for Financial Advisors Buying Selling Valuing Financial Practices shows you how to complete a sale or acquisition of a financial advisory practice and have both the buyer and seller walk away with the best possible terms From the first pages of this unique book buyers and sellers and merger partners will find detailed information that separately addresses each of their needs issues and concerns From bestselling author and industry influencer David Grau Sr JD this masterful guide takes you from the important basics of valuation to the finer points of deal structuring due diligence and legal matters with a depth of coverage and strategic guidance that puts you in another league when you enter the M A space Complete with valuable tools worksheets and checklists on a companion website no other resource enables you to Master the concepts of value and valuation and take this issue off the table early in the negotiation process Utilize advanced deal structuring techniques including seller and bank financing strategies Understand how to acquire a book practice or business based on how it was built and what it is capable of delivering in the years to come Navigate the complexities of this highly regulated profession to achieve consistently great results whether buying selling or merging Buying Selling Valuing Financial Practices will ensure that you manage your M A transaction properly and professionally aided with the most powerful set of tools available anywhere in the industry all designed to create a transaction where everyone wins buyer seller and clients

The book delves into How To Master The Art Of Selling Financial Services. How To Master The Art Of Selling Financial Services is a crucial topic that needs to be grasped by everyone, ranging from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into How To Master The Art Of Selling Financial Services, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
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    - Chapter 5: Conclusion
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  6. In chapter 5, the author will draw a conclusion about How To Master The Art Of Selling Financial Services. This chapter will summarize the key points that have been discussed throughout the book.
- The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of How To Master The Art Of Selling Financial Services.

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