

Title:

Death Of A Salesman? It's What Happens When The Customer Says ^I'll Think It Over!~

Word Count:

364

Summary:

Michael Jordan said ^Obstacles don't have to stop you. If you run into a wall, don't turn around

You have given a great presentation, you ask for the order and the customer says he's going to

Keywords:

salesman, customer, objections, selling, think it over, sales trainer

Article Body:

Michael Jordan said ^Obstacles don't have to stop you. If you run into a wall, don't turn around

You have given a great presentation, you ask for the order and the customer says he's going to

I was selling employment testing material that was based on the teachings of a well-known sales

I must tell you, I did not expect the response I got. He laughed heartily and said he could do

There's an old adage that says, ^A smile given to another can make the difference in their day

Needless to say, I decided selling could be fun. I did not go back to boring bookkeeping and n

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