



The 5 Secret Buying Values: Unlock the #1 Sales Technique on How to Sell More

By Matthew E Alleyne

Matthew E Alleyne. Paperback. Condition: New. 92 pages. Dimensions: 8.4in. x 5.4in. x 0.4in. Have you ever had a customer on the edge of a sale, certain they were interested as they nodded fervently over your recommendations, agreeing with you in every way - only to turn you down and walk off even after saying yes? It can be frustrating if you're selling a small ticket item, and maddening (as well as scary) when it happens over deals worth hundreds of thousands (even millions). In *The 5 Secret Buying Values*, Best-Selling Author Matthew E. Alleyne shows you how to break free from the traditional sales techniques that are killing your performance and costing you money. This book provides, in perfect detail, how you can leverage the values that exist in every customer and prospect to effectively close sales. If you want to be a better salesman, you don't need trendy sales techniques; you don't need lengthy, hyped-up seminars or million-dollar corporate sales training. You just need *The 5 Secret Buying Values*. This item ships from multiple locations. Your book may arrive from Roseburg, OR, or La Vergne, TN. Paperback.

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