



Make the Sale Happen Before Lunch: 50 Cut-to-the-Chase Strategies for Getting the Business Results You Want (PAPERBACK)

Stephan Schiffman

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“Stephan Schiffman can make a believer, and a winner, out of almost anyone!”

?Ken and Daria Dolan, former hosts of CNN’s *Dolans Unscripted*

All great salespeople have one skill in common: *They know how to build powerful relationships that benefit everyone.*

Stephan Schiffman, America’s top sales trainer, has taught this maxim with impressive results to more than 600,000 salespeople at some of the world’s top companies. In *Make the Sale Happen Before Lunch*, he offers 50 proven, easy-to-implement strategies you can use to:

- Get your next phone call returned
- Set up a meeting with a reluctant prospect
- Formulate one simple question to learn where you stand with your contact
- Rebound instantly from real or perceived obstacles
- Frame questions to get a favorable response
- Recast your product to fit your contact’s specific needs

Once you master Schiffman’s 50 cut-to-the-chase strategies, you’ll get in the habit of setting something important in motion for the future?each and every business day.

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Arthur Warnick:

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