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## Sales Seduction - Why Do You Say Yes? (Paperback)

By Rhondalynn Korolak

Imagineering Unlimited, United States, 2012. Paperback. Book Condition: New. 226 x 150 mm. Language: English . Brand New Book. Synopsis: Want to Influence More Prospects to Say Yes to Your Message? What you will discover in this book has the power to transform your results exponentially-because it will simplify your message, amplify retention, and multiply your conversions. If your message is getting lost, these insights will grab attention, increase recall, and boost sales. If your sales cycle is too long, this book will accelerate the process and save you time and money. If your prospects need to think about doing business with you, this knowledge will help you trigger a decision. Rhondalynn has taken the key findings from the latest brain research and boiled them down to a simple, step-by-step process that you can use to captivate attention, accelerate your sales process, trigger decisions, and close more business. Not only will she explain what works and what doesn't, she will help you apply it to your message, your product or service, and your customers. Why do some prospects buy from you while many others don't? Sales Seduction unveils what neuroscience has proven about decision making so that you...



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