



## The Surprising Truth about Sales: A Holistic Approach to Closing a Deal

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By Maria Johnsen

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.The Surprising Truth About Sales Dealing with NoA Holistic Approach to Closing a Deal Selling takes a lot of persistence, resilience, and dedication. It also takes a drive and determination, but when individuals actually breakthrough in selling; they will have learned one of the most lucrative professions known to man. Thus, it truly pays to prepare your sales team in landing new sales; it is beneficial to you and your team alike. It is equally important to teach, train, and learn; all of which will tend to keep a team together longer and in some cases it may take some time before people have their breakthrough so, it is significant to show true and genuine support. The biggest challenges in sales is collecting and sorting through the mounds of tips and other good advice that are so common in sales know-how. My advice within this book is about what worked and works for me in various components of sales. This book gives a new twist on how to view the sales process, building up momentum one step at a time. The...



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*Complete guide! It's such a good go through. It is really fascinating through reading period of time. It's been written in an extremely basic way and is particularly only after I finished reading through this publication through which really changed me, change the way I really believe.*

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