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10 Steps to Sales Success: The Proven System That Can Shorten the Selling Cycle, Double Your Close Ratio

Tim Breithaupt

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This title provides sales professionals with a precise, proven system designed to help them move beyond mere sales survival to supreme sales excellence! This step-by-step methodology covers the entire selling process, including such topics as building rapport, creative negotiation, closing, and follow-up. Breithaupt is a one-man sales phenomenon who has trained sales professionals for many Fortune 500 companies. This title features the author's unique ten-step Sequential Model of Professional Selling. It is an inspirational book packed with "how-to" examples. It includes humorous illustrations to support key points. The Canadian self-published version of this book first came out in 1999 and is now in its fourth printing with over 11,000 copies in print - just one of the author's sales achievements.

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