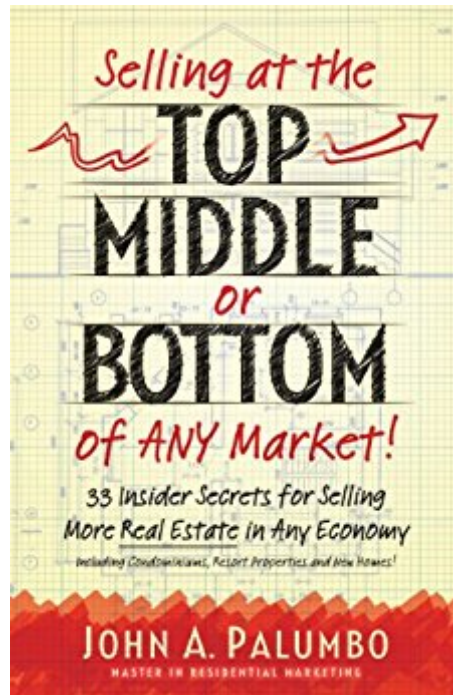


The book was found

Selling At The Top, Middle, Or Bottom Of Any Market



Synopsis

In just one decade, salespeople went from selling real estate at record-high prices to rock-bottom lows. The fact is that the strategies used at the top simply will not work at the bottom. In an ever-changing marketplace, sales professionals are in danger of losing sales and alienating potential buyers with untimely terminology and inapt information. This book will show you how to survive and thrive among the tremendous change affecting sales professionals. Understand how changes in the economy affect consumers mindsets and buying behavior, and how you can adapt to those changes in order to maximize your profits, even at the market's lowest point. Broken into three sections, the top, middle, and bottom, this book will take you on a journey to closing more sales and earning more money. Gain fool-proof strategies for identifying where the market is, addressing customers desires and concerns, and closing more sales at any stage of the market.

Book Information

File Size: 7170 KB

Print Length: 192 pages

Publisher: Sterling Learning Group; 1 edition (January 1, 2013)

Publication Date: January 1, 2013

Sold by: Digital Services LLC

Language: English

ASIN: B00BY9TYX0

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Not Enabled

Lending: Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #1,017,819 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #76

in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Sales & Selling >

Real Estate #114 in Kindle Store > Kindle eBooks > Business & Money > Real Estate > Sales

#371 in Books > Business & Money > Real Estate > Sales

Customer Reviews

John Palumbo is the Napoleon Hill of New Home Sales. His books are packed with informational breakthroughs that far surpass others in sheer value and undeniable, applicable truth. This book is a strong addition to Palumbo's life-changing set of teaching principles that will change your sales

career and income. His invaluable training has helped me transition from a local builder's top New Home Sales Professional to the top New Home Sales Professional by Volume in my area without even working for a builder! With his training, my income continues to double every two years. - Matt Curtis of Matt Curtis Real Estate

This book will have you thinking outside of the box to capture more sales in any market. It's full of practical advice that works and ideas that are fresh, innovative, and most of all, NOT sales-y!

[Download to continue reading...](#)

Selling at the Top, Middle, or Bottom of Any Market Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) McGraw-Hill Education: Top 50 ACT English, Reading, and Science Skills for a Top Score, Second Edition (Mcgraw-Hill Education Top 50 Skills for a Top Score) McGraw-Hill Education: Top 50 ACT Math Skills for a Top Score, Second Edition (Mcgraw-Hill Education Top 50 Skills for a Top Score) Trade Like a Stock Market Wizard: How to Achieve Super Performance in Stocks in Any Market Selling to the C-Suite: What Every Executive Wants You to Know About Successfully Selling to the Top Smart Investor: Warren Buffett Way: How to know the stock market has bottomed? (Market Crash, Intelligent Investor, Stock Market, Financial Freedom, Stock Valuation, Wealth Creation Book 1) Stock Market: Beginner's Guide to Stock Trading: Everything a Beginner Should Know About the Stock Market and Stock Trading (Stock Market, Stock Trading, Stocks) Both Hands Tied: Welfare Reform and the Race to the Bottom in the Low-Wage Labor Market Up, Down, All-Around Stitch Dictionary: More than 150 stitch patterns to knit top down, bottom up, back and forth, and in the round Flipped: How Bottom-Up Co-Creation is Replacing Top-Down Innovation The Trust Edge: How Top Leaders Gain Faster Results, Deeper Relationships, and a Stronger Bottom Line Any 3: Anyone, Anywhere, Any Time: Lead Muslims To Christ Now! 101 Magic Tricks: Any Time. Any Place. - Step by step instructions to engage, challenge, and entertain At Home, In the Street, At School, In the Office, At a Party The Business Sale System: Insider Secrets To Selling Any Small Business The Guide to Winning a Teaching Position in Any Job Market Elevate Beyond: A Real World Guide to Standing Out in Any Job Market, Discovering Your Passion and Becoming Your Own Person FOREX: Learn the simple and proven 3w system to make money in any market Day Trading Strategies: How To Trade With Algorithms And Profit In Any Market Conditions With Cutting Edge Technical Analysis And Risk Management (Stock ... Options, Investing, Make Money Online) Buy It, Rent It, Profit!: Make Money as a Landlord in ANY Real Estate Market

