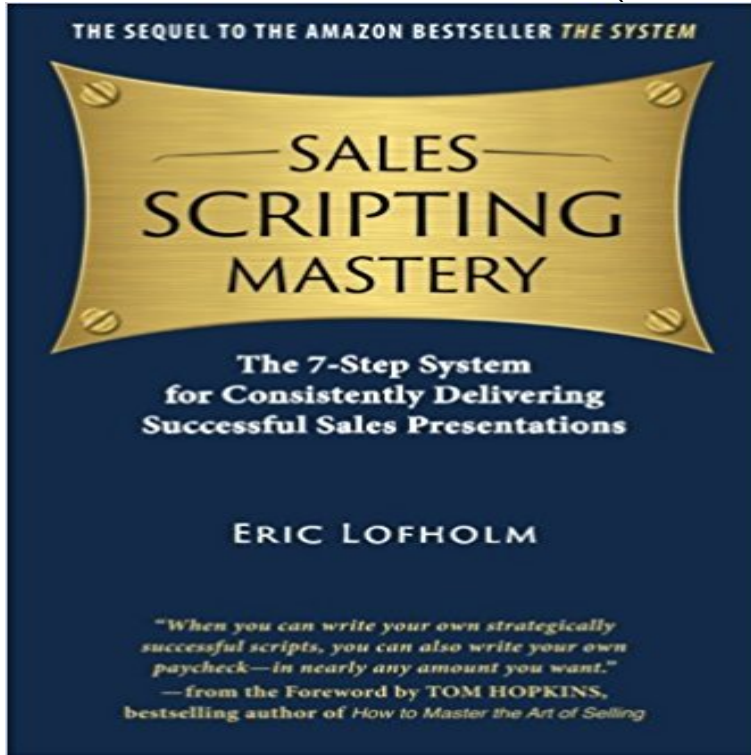


# Sales Scripting Mastery: The 7-Step System for Consistently Delivering Successful Sales Presentations (The System) (Volume 2)



In this sequel to his best-seller *The System*, master sales trainer Eric Lofholm lays out the seven-step sales scripting method he has used to help his clients generate over \$500 million in revenue over the last two decades. Eric begins by showing you how to get over some of the common fears associated with sales scripting, such as fear of sounding rehearsed and scriptwriters block. He then walks you step-by-step through the sales scripting process, revealing secrets such as how to script an effective close and how to script responses to sales objections. He follows up with tips on how to get your scripts written faster and how to rehearse and deliver them effectively so they sound spontaneous. Eric includes hundreds of sample scripts for every sales situation that you can use as templates to create your own custom scripts. For salesmen, sales trainers, and small business owners looking for an edge in today's struggling economy, this book is a must-read.

Et les renforts arrivent encore Bon ça sera la dernière revue de troupes de la semaine. Donc on arrive à 300 figurines il en reste donc 420... mais ça va ça avance bien. Je m'amuserais surtout sur les petites pièces. Là c'est du monobloc donc même si la ligne de moulage est visible -donc il faut barber presque tout le tour de la figurine... oui oui.- Comme à chaque début de défilé, je suis dans les temps, limite mieux qu'espérer. Mais par expérience je sais que c'est le creux du défilé qui m'est fatal donc on verra quand j'aurais tout barbé :) Publié par CdtK le 17:37 4 commentaires: Liens vers cet article Envoyer par e-mail BlogThis! Partager sur Twitter Partager sur Facebook Partager sur Pinterest Libellés : Blabla lundi 1 août 2016 Revue des troupes Bon juste une petite photo pour montrer que je passe à l'infanterie. j'adore le barbage. Oui certains diront que ça fait parti du hobby mais c'est vraiment ce que je teste le plus. Et puis là c'est de l'industriel. Publié par CdtK le 17:06 2 commentaires: Liens vers cet article Envoyer par e-mail BlogThis! Partager sur Twitter Partager sur Facebook Partager sur Pinterest Libellés : Blabla vendredi 22 juillet 2016 Pour une poignée de trous en plus Voilà les plaquettes de 6cm ont été percées... 1200 trous... oui oui. 1200 trous dans du plexi -vous savez le truc qui se colle une fois sur deux sur la machine. Mais voilà pour les 6cm c'est fini et je verrais pour les 8cm de front plus tard -je dirais fin août-. Mais quoi ça correspond? Donc dire des trous c'est bien mais ça renseigne pas beaucoup alors 1200 trous c'est : 594 soldats -de légèrer à lourd- 231 cavaliers et 24 canons avec 4 artilleurs. Oui monsieur. Bon alors je suis désolé de ne pas avoir plus de soldats à pied. C'est pas super grave, je doute que toutes les plaquettes soient un jour sur la même table. Mais bon quand on voit que pour 30€ -3 plaquettes- j'ai pu faire celle là et autant en 8cm, ça va. Il faut voir ce que cela m'aurait coûté dans le commerce. On y rajoute le prix des aimants -15€ les 1000 fdpin- et j'ai quand même un très bon rapport qualité-prix par rapport à ce que je recherchais. Il le reste à barber les trous pour y glisser l'aimant et ça sera parfait je pourrais retourner mes figurines. Publié par CdtK le 09:52 2 commentaires: Liens vers cet article Envoyer par e-mail BlogThis! Partager sur Twitter Partager sur Facebook Partager sur Pinterest Libellés : 28mm, Blabla jeudi 14 juillet 2016 florian.bardi. Thème Voyages. Images de

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