



Never Be Closing

By Hurson, Tim/ Dunne, Tim

Penguin Group USA, 2014. Hardcover. Book Condition: New. 16.51 x 23.5 cm. "A new way of thinking about selling that benefits both the seller and the client, *Never Be Closing* expands on the principles of Tim Hurson's first book, *Think Better*, to teach salespeople how to improve their results using a simple, repeatable framework. This isn't a book full of mundane tactics for cold-calling or closing a deal. This is a problemsolving approach that includes provocative ideas, such as. - AIM, a conversational tool that drills down to the deepest needs of clients. - Three Act Structure, a powerful way to design, conduct, and chart sales conversations. - Know Wonder, a research tool to help you find exactly what you need, when you need it. - Q-Notes, a unique note-taking template that helps you structure better meetings. *Never Be Closing* offers business people a set of tools to pull apart their current techniques, analyze them, and reassemble them to help their clients and build mutually productive relationships. "-- Our orders are sent from our warehouse locally or directly from our international distributors to allow us to offer you the best possible price and delivery time. Book.



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