



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

*Maria Johnsen*

Download now

[Click here](#) if your download doesn't start automatically

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

*Maria Johnsen*

**The Surprising Truth About Sales: A Holistic Approach to Closing a Deal** Maria Johnsen

## **The Surprising Truth About Sales**

### **Dealing with `No`**

#### **A 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 aim of writing this book is to provide supporting and opposing arguments related to sales operation, processes, and tasks within the organizations and agencies. The content within this book is based upon one's research; work in operational sales such as cold calling, business development, inside and outside sales in Europe and North America. You will read methods and strategies in online and off line sales. Great salespeople spend time helping prospects genuinely understand how a specific solution works for them. One will discuss about what works along with challenges in sales.

#### **Solution**

You will read tried and true strategies and tactics in cold calling, B2B business development, door to door sales, inside and outside sales.

#### **Solution Benefits**

- Online and Offline Sales Tactics
- Strategies On How To Motivate Sales Team
- How Fortune 500 Organizations Operate in Landing and Increasing Sales
- Best Practices in Cold Calling
- Dealing With Accent in Sales
- Landing a few thousand dollars in online sales
- Best practices of landing sales for E-commerce websites
- My tried and true strategies in sales
- And much more...

## About author

Maria Johnsen holds a Master of Science degree in Human, Computer Interaction/Computer Sciences from the Norwegian University of Science and Technology. Her professional background and education is diverse and includes skills in areas such as sales, multilingual digital marketing, content writing, software design and development. In addition, she possesses the experience and education in the management of complex Information Systems. Maria knows eighteen human languages and .She is also a multilingual SEO, PPC and social media marketing expert. Starting in 2008, she began offering search engine optimization services. Her company expanded internationally in 2009 carrying out various projects in Europe, North America and Asia. While offering services to the general public, Maria Johnsen continues to consult with corporate clients, agencies and small businesses. She has skills and proven records in all areas of search engine optimization including keyword targeting, competitor research, on-site optimization, and link popularity. Maria Johnsen writes fiction and nonfiction books in her spare time.

**Scroll up and grab a copy TODAY.**

 [Download The Surprising Truth About Sales: A Holistic Appro ...pdf](#)

 [Read Online The Surprising Truth About Sales: A Holistic App ...pdf](#)

## **Download and Read Free Online The Surprising Truth About Sales: A Holistic Approach to Closing a Deal Maria Johnsen**

---

### **From reader reviews:**

#### **Alicia Mendes:**

Why don't make it to be your habit? Right now, try to prepare your time to do the important act, like looking for your favorite guide and reading a book. Beside you can solve your short lived problem; you can add your knowledge by the e-book entitled The Surprising Truth About Sales: A Holistic Approach to Closing a Deal. Try to stumble through book The Surprising Truth About Sales: A Holistic Approach to Closing a Deal as your pal. It means that it can to become your friend when you really feel alone and beside those of course make you smarter than ever before. Yeah, it is very fortunated in your case. The book makes you considerably more confidence because you can know every little thing by the book. So , let us make new experience as well as knowledge with this book.

#### **Megan Fairbanks:**

The book The Surprising Truth About Sales: A Holistic Approach to Closing a Deal can give more knowledge and information about everything you want. So why must we leave the good thing like a book The Surprising Truth About Sales: A Holistic Approach to Closing a Deal? A few of you have a different opinion about publication. But one aim that book can give many details for us. It is absolutely appropriate. Right now, try to closer using your book. Knowledge or data that you take for that, you can give for each other; you could share all of these. Book The Surprising Truth About Sales: A Holistic Approach to Closing a Deal has simple shape however, you know: it has great and massive function for you. You can appear the enormous world by wide open and read a publication. So it is very wonderful.

#### **Evelyn Looney:**

Here thing why this kind of The Surprising Truth About Sales: A Holistic Approach to Closing a Deal are different and reputable to be yours. First of all reading through a book is good nevertheless it depends in the content of it which is the content is as tasty as food or not. The Surprising Truth About Sales: A Holistic Approach to Closing a Deal giving you information deeper as different ways, you can find any publication out there but there is no reserve that similar with The Surprising Truth About Sales: A Holistic Approach to Closing a Deal. It gives you thrill reading through journey, its open up your own eyes about the thing which happened in the world which is probably can be happened around you. You can bring everywhere like in area, café, or even in your method home by train. When you are having difficulties in bringing the branded book maybe the form of The Surprising Truth About Sales: A Holistic Approach to Closing a Deal in e-book can be your option.

#### **Frank Foushee:**

Beside that The Surprising Truth About Sales: A Holistic Approach to Closing a Deal in your phone, it could possibly give you a way to get closer to the new knowledge or facts. The information and the knowledge you may got here is fresh in the oven so don't end up being worry if you feel like an previous people live in

narrow small town. It is good thing to have The Surprising Truth About Sales: A Holistic Approach to Closing a Deal because this book offers for your requirements readable information. Do you occasionally have book but you seldom get what it's about. Oh come on, that would not happen if you have this in your hand. The Enjoyable blend here cannot be questionable, similar to treasuring beautiful island. So do you still want to miss that? Find this book as well as read it from currently!

**Download and Read Online The Surprising Truth About Sales: A Holistic Approach to Closing a Deal Maria Johnsen #K1QJ75ZOF4I**

## **Read The Surprising Truth About Sales: A Holistic Approach to Closing a Deal by Maria Johnsen for online ebook**

The Surprising Truth About Sales: A Holistic Approach to Closing a Deal by Maria Johnsen Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read The Surprising Truth About Sales: A Holistic Approach to Closing a Deal by Maria Johnsen books to read online.

### **Online The Surprising Truth About Sales: A Holistic Approach to Closing a Deal by Maria Johnsen ebook PDF download**

#### **The Surprising Truth About Sales: A Holistic Approach to Closing a Deal by Maria Johnsen Doc**

**The Surprising Truth About Sales: A Holistic Approach to Closing a Deal by Maria Johnsen Mobipocket**

**The Surprising Truth About Sales: A Holistic Approach to Closing a Deal by Maria Johnsen EPub**