

Sales Seduction - Why Do You Say Yes? - Rhondalynn Korolak

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Want to Influence More Prospects to Say "Yes" to Your Message? What you will discover in this book has the power to transform your results exponentially-because it will simplify your message, amplify retention, and multiply your conversions. • If your message is getting lost, these insights will grab attention, increase recall, and boost sales • If your sales cycle is too long, this book will accelerate the process and save you time and money • If your prospects need to "think about" doing business with you, this knowledge will help you trigger a decision Rhondalynn has taken the key findings from the latest brain research and boiled them down to a simple, step-by-step process that you can use to captivate attention, accelerate your sales process, trigger decisions, and close more business. Not only will she explain what works and what doesn't, she will help you apply it to your message, your product or service, and your customers. "Why do some prospects buy from you while many others don't? Sales Seduction unveils what neuroscience has proven about decision making so that you can buy and sell more insightfully." Siimon Reynolds Executive Director, The Fortune Institute "A big difference exists between what is "said" and what is "heard". This difference matters a lot in business. Sales Seduction introduces some fascinating concepts about how the brain works to help us all speak more effectively to the hearts and minds of our customers." Gary Kovacs CEO Mozilla Corporation "These insights clarify the way that brands, products and services get noticed, talked about and bought. Sales Seduction gives you a step by step process for understanding and applying neuroscience to your message to instantly increase your influence and impact." James Malinchak, Featured on ABC's Hit TV Show "Secret Millionaire", The World's Leading Big Money Speaker® Trainer & Coach, Founder BigMoneySpeaker "Like Gladwell and Dubner, Korolak combines storytelling with business lessons to create a helpful resource that is also hard to put down. It's a gift that only the best business authors possess." James Tuckerman, Anthill Magazine About the Author: "If you understand how your prospect's brain works, you will sell more. Sales Seduction explains how neuroscience and neuromarketing have an impact on how you create, buy, sell, and experience everything. This simple step-by-step strategy will help you create more impactful branding,

marketing campaigns, sales presentations and promotions." Rhondalynn Korolak Rhondalynn Korolak is a lawyer, chartered accountant, Master of NLP and Clinical Hypnotherapist. She has distilled the secrets to business success, that she learned working with some of the world's most successful brands and produced a simple step-by-step process that you can apply to your message and your audience to close more sales and boost your bottom line. Rhondalynn is the author of On The Shoulders of Giants, Imagineering Your Destiny, Sobre Hombros de Gigantes, Financial Foreplay, and Sales Seduction. She has appeared on CNN, Bnet/CBS, Channel 7, Channel 9, Kochie's Business Builders and 3AW, and writes for Yahoo, MYOB, Fast Thinking, Sunday Life, Dynamic Business, Business Spectator and Australian Retailer. Rhondalynn can help you put strategies in place to grow your bottom line and ensure that your customers would never think of going elsewhere. She is the leading expert on harnessing the power of your mind and using it to improve your sales, marketing and financial results. Author: Korolak, Rhondalynn Publisher: Imagineering Unlimited Illustration: N Language: ENG Title: Sales Seduction - Why Do You Say Yes? Pages: 00000 (Encrypted EPUB) On Sale: 2013-02-04 SKU-13/ISBN: 9780980557862 Category: Business & Economics : Advertising & Promotion Category: Business & Economics : Marketing - General Category: Business & Economics : Sales & Selling - General

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