

# Perfect Phrases For Sales Referrals: Hundreds Of Ready-to-use Phrases For Getting New Clients, Building Relationships, And Increasing Your Sales - , Marty Scirratt

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The PERFECT quick-reference guide for selling more through quality referrals This streamlined guide provides salespeople with the right words at the right time in every situation. Perfect Phrases for Sales Referrals presents hundreds of hundreds of time-saving tips and ready-to-use phrases in a quick-access format that's ideal for salespeople on the go. Contains dialogues and scripts for practicing interactions with existing and prospective clients. Jeb Brooks is Executive Vice President of The Brooks Group, an award-winning sales training firm that helps organizations improve their sales effectiveness by providing sales and sales management assessment, training, and retention services. Marty Scirratt is the former senior vice president of sales at a publicly traded firm, where he led a team of 500 people responsible for more than \$1.7 billion in sales, much of it referral-based. Author: Brooks, Jeb Author: Scirratt, Marty Publisher: McGraw-Hill Illustration: N Language: ENG Title: Perfect Phrases for Sales Referrals: Hundreds of Ready-to-Use Phrases for Getting New Clients, Building Relationships, and Increasing Your Sales Pages: 00224 (Encrypted EPUB) / 00224 (Encrypted PDF) On Sale: 2013-03-31 SKU-13/ISBN: 9780071810081 Lib Category: Business communication Lib Category: Selling Category: Business & Economics : Sales & Selling - General

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