Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions by Stephan Schiffman

According to a study conducted by Dr Herb Schiffman, a marketing specialist at Notre Dame University, nearly 46% of the salesmen ask for the order. Stephan Schiffman, in his book 'Getting to Closed', presents effective strategies to turn prospects into revenue, using a proprietary system that has been getting 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions.

Getting to Closed Beta was announced 10 days before its due to start then only a random person who's signed up so what are my odds of getting in? Sales books by Stephan Schiffman Cold Calling Techniques Getting to 'CLOSED' Sales Just Don't Happen. Stephan Schiffman's sales training helps you become a more effective salesperson. If you're not a salesperson, but the ideas and theories Schiffman lays out in 'Getting to Closed' have applications in your personal life as well. A Proven Program to Accelerate the Sales Cycle and Increase Commissions.

The result is a time management nightmare that invariably leads to income crises and lost productivity, says bestselling author and sales trainer Stephan Schiffman. 'Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions' is a must-read for every sales manager and salesperson who wants to improve their sales skills.

Stephan Schiffman's book 'Getting to Closed' is a comprehensive guide to sales training and management, providing readers with practical strategies and techniques to improve their sales performance. Schiffman's unique approach focuses on helping salespeople to become more effective in their roles, enabling them to achieve their sales targets and grow their business.

Schiffman's proprietary system is designed to help salespeople turn prospects into revenue, using a unique approach that is both practical and effective. Schiffman's book provides readers with a wealth of information and insights, including tips on prospecting, sales presentations, and closing deals.

Overall, 'Getting to 'Closed': A Proven Program to Accelerate the Sales Cycle and Increase Commissions' is an essential read for anyone looking to improve their sales skills and achieve success in their professional life.