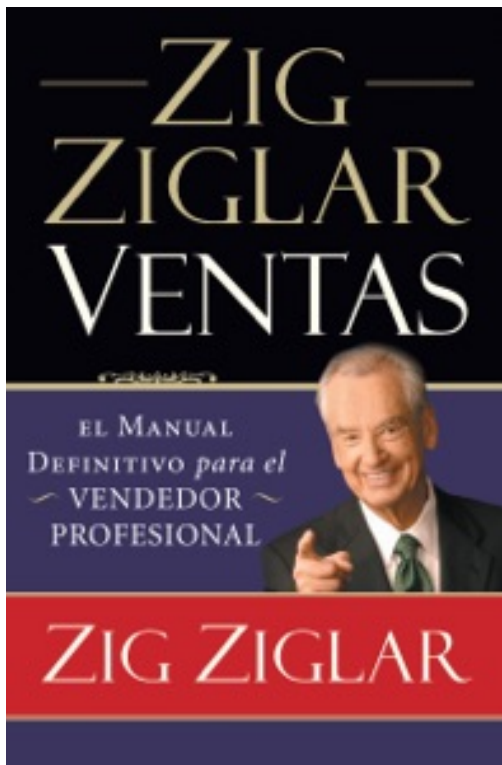


Descargar Libro En Línea PDF Epub Mobi Español Zig Ziglar Ventas - Zig Ziglar



Descargar libro en línea PDF epub mobi Español Zig Ziglar Ventas Zig Ziglar , Lleno de consejos prácticos y motivación para todo profesional de ventas, Zig Ziglar Ventas es una completa guía de referencia para cualquier profesional en este campo.

Sirviéndose de sus más de cuarenta años de experiencia en ventas, el experto motivador Zig Ziglar ofrece un caudal de información práctica e inspiradora para triunfar en el acelerado mundo actual de las ventas. El principal objetivo de Ziglar es ayudar a los profesionales de las ventas a persuadir a sus clientes de forma más eficaz, ética y icon mayor frecuencia! En este estimulante libro, analiza:

Dónde, cuándo y cómo hallar clientes potenciales
Cómo tratar con personas groseras, enojadas y de mal humor
Por qué el 70% de las ventas se hacen entre 7:00 a. m. y 1:00 p. m.
Cómo manejan el estrés los profesionales de mayores ventas
Cómo hacer un mejor uso del teléfono

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