

Susan Cain Quiet Free Epub Download

BOOK DETAIL

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Book Description

An introvert salesperson? Isn't that an oxymoron? Not at all. Sales is a skill just like any other, which anyone can learn and master—including the introvert who is more comfortable alone than in the sales field. As with finding any type of success, it's all about learning how to leverage one's own natural strengths. Extroverts are rarely short on words, and their conversations and sales pitches never feel awkward to them. The world of sales just comes natural to the extrovert. But introverts aren't comfortable with traditional tactics like aggressively pushing a product or talking over a customer's objections. What makes The Introvert's Edge so powerful and practical is that it explains how the introvert can feel equally comfortable and strong in the sales world as well—without changing who they are! Within these pages, the introvert can learn how to find natural confidence, prepare for every situation, sidestep objections that would otherwise expose their uncertainties, ask for the sale (without asking), profit from a process that doesn't rely on personality, and simply enjoy sales! The introverted salesperson is no longer an oxymoron—it's a recipe for success!

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