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Sales Presentations (Paperback)

By Wayne E Shillum McInst

Sales Presentations, United States, 2013. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.A well constructed and presented sales proposal will often make the difference between making a sale or leaving without one. In this book we show you how to organize and present yourself, your company and its products and services. We take you from your very first introductory meeting through fact finding meetings, your initial presentation and your final presentation. We provide sample time lines for short fact finding, 35 minute presentations for smaller needs and a sample 60 minute meeting for what we call your dress rehearsal and a 60 minute final presentation to secure the order. We outline how to prepare your quotation along with your presentation to create optimum results in obtaining the sale. For anyone wanting to know how to run successful meetings there are many tips and suggestions for before meeting preparation, your agenda, and a critical area which is often forgotten - Time. Whether your meetings are small or large or your quotation is for a product, service or project we cover them all.



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