

<<精神销售>>

图书基本信息

书名：<<精神销售>>

13位ISBN编号：9780470133934

10位ISBN编号：0470133937

出版时间：2007-8

出版时间：John Wiley & Sons Inc

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页数：222

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内容概要

"This is the only book I have ever read that seamlessly combines spiritual laws and sales. It shows you how to make internal changes that will impact your outside world. For my money, this is the best book out there for entrepreneurs and salespeople." "Nunziata has discovered the secret to success and abundance: that it comes from within and is created by your thoughts and feelings. His techniques are easy to follow and essential in helping you attain your true business potential. He knows that being successful is not about how many hours you work, but how you see yourself on your most basic level." "Nunziata is the real deal when it comes to creating more sales. He has gone deep in his own life to learn his invisible blocks and is the master at teaching others how to do the same. He has an effective process to help salespeople and entrepreneurs move those blocks with ease-like they're children's block toys! As the creator of the Selling-Without-Selling program, I share his philosophy and know you will learn so much about yourself and what blocks your way. If you're serious about selling from your heart and soul and feeling really great about yourself and about selling, this book is a must!" Work Yourself Happy, and Stop Managing, Start Coaching "If you're tired of the push and pull that comes with traditional methods of selling, Spiritual Selling is a must-have. The principles Nunziata teaches are based on attraction rather than force. His approach is not some pie-in-the-sky theory. Rather, he skillfully shows how you can begin attracting business to you rather than chasing after it-more business than you dreamed possible. Regardless of what you sell, this book will enlighten you in ways you never imagined."

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作者简介

Joe Nunziata is an internationally renowned speaker, author, and sales and marketing expert. He is also the founder of Top Notch Training, a personal development company that offers consulting, training, public seminars, and products on business and perso

书籍目录

Forward by Dr. Joe Vitale. About the Author. Introduction. Chapter 1. How I Became Spiritual. Chapter 2. The Power of Your Chakras. Chapter 3. Dealing with Unconscious Guilt and Fear. Chapter 4. How Do You Feel? Chapter 5. Taking the Easy Road. Chapter 6. Maintaining Your Energy. Chapter 7. The Less I Think the Better I Do. Chapter 8. Defining Your Mission. Chapter 9. The Brand and You. Chapter 10. The Numbers That Count. Chapter 11. Designing a Winning Sales Process. Chapter 12. Building Your Lead Funnel System. Chapter 13. Adding a Little Marketing Polish. Chapter 14. The Ultimate Victory. Glossary of Key Terms. Index.

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