



Stephan Schiffman's Sales Essentials: All You Need to Know to Be a Successful Salesperson-From Cold Calling and Prospecting with E-Mail to Increasing the Buy and Closing

Stephan Schiffman

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Having trouble closing your deals? Hitting a frustrating plateau with your sales numbers? Feel that upselling is a lost cause? Let sales guru **Stephan Schiffman** drive your sales pitches up a notch with his tried-and-true techniques - and get results immediately!

Stephan Schiffman's Sales Essentials includes time-tested tips on:

- Mastering the cold call
- Using email as a selling tool
- Raising the stakes to "up" your next buy
- Closing the deal - every time!

Plus, you'll also find 50 surefire questions to ask to make deal after deal, year after year. Packed with insider information you need to beat the competition, you can't afford not to read *Stephan Schiffman's Sales Essentials*!



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