

The Salesperson's Handbook by Patrick Donnell released on Amazon Kindle

The Salesperson's Handbook, the owner's manual on the buyer's behavior, by author Patrick Donnell released on Amazon Kindle

March 30, 2011 (FPRC) -- Dallas/Fort Worth, TX. The Salesperson's Handbook, the owner's manual on the buyer's behavior, by author Patrick Donnell, has been released on Amazon Kindle

Welcome to one of the first books written on hard core customer closing. This book is a product of my sales experiences and observations. It helps you to fully understand what sales work is. It teaches the beginners about the proper attitude and motivation while reminding the sales veterans about the correct way to use goals.

This book provides an eight step closing procedure that will increase your sales productivity by leaps and bounds. It also teaches body language and has every objection you will encounter along with multiple responses to each objection. You can literally take this book to your customer, read it to them, and close sales.

You will also learn what causes problems in your sales career that affect your paycheck and how to correct them instantly. You will learn what it is to be a true 'sales professional.' The closing strategies that are enclosed in these pages will totally unarm the potential customer. I also cover tactics that I have seen in the customer sales business that I do not totally agree with, or would never use.

In these pages you are given the handbook to what makes one salesperson better than another. You are shown the owner's manual on the buyer's behavior. Be warned however that once you learn the positive tactics that you can use, you will never have a passive sales career again. Making money in this business is not hard when you have the rulebook. When you learn how easy it is to close sales you will be able to do it on a consistent basis. Reading how to be the best is a waste of time unless you constantly apply what you read. I will say it time and time again... 'Trust your instincts and have faith in your abilities'. You have what it takes to be successful.

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