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salesperson You will learn how to ask for the sale and discover ways to successfully beat out your competition No matter what you sell you will be more efficient and profitable and more valuable to your company *Becoming a Sales Magician* Christopher Lee Tabora,2014-06-09 Magic sells For centuries magicians have utilized their expertise in the psychology of selling and the art of persuasion to win the hearts of generations These closely guarded secrets not the illusions of smoke and mirrors are the cornerstone of the magic Connections expert medical device sales professional and lifetime magician Christopher Lee Tabora tips these secrets in his new book *Becoming A Sales Magician the Secrets Revealed* In the book he shares his MAGIC Method a sales system that incorporates these closely guarded secrets with proven successful sales strategies enabling you to forge strong indestructible connections with your customers Armed with the Magic Method salespeople are ready to navigate though any type of sales environment even the most complicated solution based sales situations Prepared with this system means you have a flexible easy to use plan in which to carve a direct path to success *Becoming A Sales Magician* is your guide to cultivating indestructible connections [Mike Shew's Sales Magic Advanced Black Belt Course](#) Mike Edward Shew,2025-11-30 Mike Shew s Sales Magic Advanced Black Belt Course Step 3 of the 3 Part Sales Magic Mastery Series Unlock the highest level of professional selling mastery with Sales Magic Black Belt the definitive program for elite sales leaders and strategic advisors This advanced course takes you beyond techniques and into the psychology structure and science of complex multifaceted sales From understanding psychographics and decision making frameworks to mastering corporate prospecting C suite engagement and pipeline velocity every module is designed to sharpen your edge in high stakes B2B environments Through interactive exercises real world case studies and proven tools you ll learn how to Decode buyer psychology and apply trusted advisor strategies Sell effectively to major corporations using precision frameworks like D A M I C Qualify diagnose and design multifaceted solutions that align perfectly with client objectives Build high velocity pipelines close with confidence and sustain long term partnerships Apply advanced prospecting CRM analytics and outreach strategies used by top performers Graduates of the Sales Magic Black Belt course emerge as true masters of influence professionals capable of driving growth shaping customer vision and closing transformational deals Step into mastery Lead with insight Sell with strategy **Sales Magic** Maltin Rick,1988-03 **Mike Shew's Sales "Magic" Training(tm)** Mike Edward Shew,2025-11-27 Unlock Your Sales Potential with MIKE SHEW S SALES MAGIC TRAINING TM Yellow Belt Step 1 in the 3 Part Sales Magic Mastery Series Whether you re a brand new salesperson a business owner who never received real sales training or a leader responsible for driving revenue the Yellow Belt Beginner s Course gives you the essential foundation you ve been missing Mike Shew entrepreneur business advisor radio host and creator of the Sales Magic Training TM system breaks down the complex world of sales into simple repeatable steps anyone can follow This course reveals the psychology behind why people buy how trust is built and what separates high performing sales professionals from those who struggle Through real world examples easy to use frameworks and practical worksheets

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[7 Steps to Sales Magic](#) Janet Eferé, 2018-02-28 A proven 7-step process to help small businesses and entrepreneurs sell more.

**The Psychology of Selling and Persuasion** Leonard Moore, 2020-10-25 Learn the Real Techniques to Close the Sale Every Time using Principles of Psychology and Persuasion. What makes people buy something? Humans have been trying to answer this one question for centuries. The truth is that while sales may be about math, the process of selling something relies heavily on psychology and understanding human behavior. You've probably already heard of countless "magic" techniques that are supposed to make people buy whatever you're selling as if you had a magic wand in your hand. I'm sorry, there's nothing like that. However, after decades of research, science has identified certain responses and behaviors that are hard-wired into our brains and that can actually help you close the sale every single time. If you want to learn the real techniques to sell the ones based on psychology that actually work, this book is for you. In this guide, you won't find magic wands. Instead, you'll discover the principles of persuasion and consumer psychology you'll learn working selling strategies and negotiating techniques designed to help you sell more and delight your customers after the sale. This guide will give you a series of actionable steps you can follow from understanding your prospects to answering their objections effectively and ultimately getting the sale. Whether you are a sales professional, a business owner who wants to increase revenue, or someone looking to build a successful sales system, this book will help you. Inside *The Psychology of Selling and Persuasion*, discover:

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