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Eq How Ultra  
High  
**Sales Eq How  
Ultra High  
Performers  
Leverage Sales  
Performers  
Specific  
Leverage Sales  
Emotional  
Specific  
Emotional  
Intelligence To  
Close The  
Deal  
Close The  
Complex Deal**

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Yeah, reviewing a  
books **sales eq how  
ultra high performers  
leverage sales specific  
emotional intelligence  
to close the complex  
deal** could mount up  
your near associates  
listings. This is just one  
of the solutions for you  
to be successful. As  
understood,  
achievement does not  
suggest that you have

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extraordinary points.

Performers

Comprehending as

skillfully as harmony

even more than other

will provide each

success. adjacent to, the

pronouncement as

without difficulty as

keenness of this sales eq

how ultra high

performers leverage

sales specific emotional

intelligence to close the

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High complex deal can be  
taken as well as picked  
to act.

Leverage Sales

*Sales EQ \ "The best  
book I've read. \ "*

EMOTIONAL

INTELLIGENCE TO

FUEL HIGH SALES

PERFORMANCE Sales

Specific Emotional

Intelligence Fuels Ultra-

High Performance Help

Me Close (HMC) Talks

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With Jeb Blount about  
Sales EQ #SalesSchool

\ "Sales EQ" by Jeb  
Blount Jeb Blount's

~~Sales EQ~~ Episode 80

~~Sales EQ How Ultra~~  
~~High Performers~~

~~Leverage Sales Specific~~  
~~Emotional Intelligence~~

~~to Close the Complex~~

~~The 5 Disciplines of~~  
~~Ultra-High Sales~~

~~Performers Sales EQ~~

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~~High Ultra High  
Performers Use Time  
Management - Outside  
Sales Talk with Jeb  
Blount Daniel Goleman  
Introduces Emotional  
Intelligence | Big Think  
Sales EQ by Jeb Blount  
? 5 Lessons Learned~~

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SIP #116 - 7 Sales  
Guiding Principles -  
Sales Influence Podcast  
#SIP

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5 Tips to Become the  
*Page 6/121*

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BEST Salesperson -  
Grant Cardone

Strategies for Marketing  
Your First Book

Why  
You MUST Focus On

High-Quality Books |

Free Self-Publishing

Course | Video #8 Stop

Over Complicating

Telephone Cold Calling

and Prospecting

Emotional Intelligence—

Why Your EQ Is More

Important Than Your IQ

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*6 Steps to Improve Your  
Emotional Intelligence /*

*Ramona Hacker /*

*TEDxTUM Sales Has*

*NEVER Been About*

*Cold Calling The art of  
managing emotions /*

*Daniel Goleman / WOBI*

**The Importance of**

**Prospecting with Jeb**

**Blount - Episode 229 5**

Disciplines of Ultra-

High Sales Performers

*Special Episode: How to*



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*Be an Ultra High  
Performer. With Job  
Blount. Why High Sales  
EQ Sales Teams Win  
More Business |*

*SalesLeadership, Inc.*

~~"Sales EQ" by Job  
Blount book review~~

*Why Be in Sales, 4*

*Things You Need and a  
Sales EQ The Power of  
EQ in Sales Emotional  
Intelligence-*

~~Understanding EQ with~~

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~~Daniel Goleman~~

~~Animated Book Review~~

~~Emotional Intelligence~~

~~by Daniel Goleman ?~~

~~Animated Book~~

~~Summary Sales Eq~~

~~How Ultra High~~

~~Sales EQ arms~~

~~salespeople and sales~~

~~leaders with the tools to~~

~~identify their most~~

~~important sales specific~~

~~emotional intelligence~~

~~developmental needs~~

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High Performers  
Leverage Sales  
Specific  
Emotional  
Intelligence To  
Close The  
Complex Deal

along with strategies,  
techniques, and  
frameworks for reaching  
ultra-high performance  
and earnings, regardless  
of sales process,  
industry, deal  
complexity, role (inside  
or outside), product or  
service (B2B or B2C).

**Sales EQ: How Ultra  
High Performers  
Leverage Sales ...**

*Page 11/121*

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The new ultra-high sales performers blow away sales quotas by creating emotionally satisfying experiences for their buyers. In this game-changing guidebook to the next evolution of selling, you acquire psychological strategies for leveraging human behavior frameworks, heuristics, and cognitive biases to influence

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buying behaviors.

## Performers **Sales EQ: How Ultra High Performers**

### **Leverage Sales ...**

Sales EQ: How Ultra  
High Performers  
Leverage Sales-Specific  
Emotional Intelligence To  
Close The Complex Deal  
by. Jeb Blount.

4.32 · Rating details ·

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The New Psychology of

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Selling. The sales profession is in the midst of a perfect storm. Buyers have more power—more information, more at stake, and more control over ...

**Sales EQ: How Ultra  
High Performers  
Leverage Sales ...**

Buy Sales Eq: How  
Ultra High Performers

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Leverage Sales-specific  
Emotional Intelligence  
to Close the Complex  
Deal Unabridged by

Blount, Jeb (ISBN:  
0191092536642) from  
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**Sales Eq: How Ultra  
High Performers  
Leverage Sales ...**

*Page 15/121*

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High observation is that “buyers are starved for human interaction” so knowing that, a salesperson with high EQ can better manage the sales conversation, the emotions of both the buyer and themselves, and thereby increase the probability for closing the deal.

**Sales EQ: How Ultra**

*Page 16/121*



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**High Performers**

**Leverage Sales ...**

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Jeb Blount. Read this

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Deal The New

Psychology of Selling

The sales profession is

in the midst of a perfect

storm. Buyers have

more power?more

information, more at

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stake, and more control  
over the sales  
process?than any time  
in history. Technology  
is bringing disruptive  
change at an ever-  
increasing pace ...

## **Sales EQ: How Ultra High Performers Leverage Sales ...**

The new psychology of  
selling. The sales  
profession is in the

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midst of a perfect storm.

Buyers have more

power - more

information, more at

stake, and more control

over the sales process -

than any time in history.

Technology is bringing

disruptive change at an

ever-increasing pace,

creating fear and

uncertainty that l

**Sales EQ: How Ultra**

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## **High Performers**

### **Leverage Sales ...**

The New Psychology of  
Selling The sales

profession is in the  
midst of a perfect storm.

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Deteriorating attention spans have made it ...

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Emotional Intelligence

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Deal

Performers

Leverage Sales  
**Sales EQ. How Ultra**

**High Performers**

**Leverage Sales ...**

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Over the sales process -  
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ever-increasing pace,...

## **?Sales EQ: How Ultra High Performers Leverage Sales ...**

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Emotional Intelligence  
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services aan te bieden,  
te begrijpen hoe klanten  
onze services gebruiken  
zodat we verbeteringen  
kunnen aanbrengen, en  
om advertenties ...

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**Sales Eq: How Ultra  
High Performers  
Leverage Sales** ...

As an admitted fan of  
Jeb Blount it was with  
great anticipation that I  
read through Jeb's  
eighth sales book - Sales  
EQ: How Ultra High  
Performers Leverage  
Sales-Specific  
Emotional Intelligence  
to Close the Complex

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Deal. And I was richly  
rewarded for my effort.  
I love this book.

**Amazon.com: Sales  
EQ: How Ultra High  
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...

Sales EQ: How Ultra  
High Performers  
Leverage Sales-Specific  
Emotional Intelligence  
to Close the Complex  
Deal (Unabridged) ... In

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Sales EQ, Jeb Blount  
takes you on an  
unprecedented journey  
into the behaviors,  
techniques, and secrets  
of the highest earning  
salespeople in every  
industry and field.

You'll learn:

**Complex Deal**  
**Sales EQ: How Ultra**  
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**Leverage Sales ...**

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Emotional Intelligence  
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services aan te bieden,  
te begrijpen hoe klanten  
onze services gebruiken  
zodat we verbeteringen  
kunnen aanbrengen, en  
om ...

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High Performers**

**Leverage Sales ...**  
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Specific

Emotional

The New Psychology of

Selling The sales

profession is in the  
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Deteriorating attention spans have made it difficult to get buyers to sit still long enough to

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“challenge,” “teach,”  
“help,” give “insight,”  
or sell “value.” And a  
relentless onslaught of  
“me-too” competitors  
have made  
differentiating on the  
attributes of products,  
services, or even price  
more difficult than ever.  
Legions of salespeople  
and their leaders are  
coming face to face with  
a cold hard truth: what

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High once gave salespeople a competitive edge—controlling the sales process, command of product knowledge, an arsenal of technology, and a great pitch—are no longer guarantees of success.

Yet this is where the vast majority of the roughly \$20 billion spent each year on sales training goes. It's no

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wonder many  
companies are seeing 50  
percent or more of their  
salespeople miss quota.  
Yet, in this new  
paradigm, an elite group  
of top 1 percent sales  
professionals are  
crushing it. In our age of  
technology where  
information is  
ubiquitous and buyer  
attention spans are  
fleeting, these superstars

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Highly learned how to leverage a new psychology of selling—Sales EQ—to keep prospects engaged, create true competitive differentiation, as well as shape and influence buying decisions. These top earners are acutely aware that the experience of buying from them is far more important than products,

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prices, features, and solutions. In Sales EQ, Jeb Blount takes you on an unprecedented

journey into the behaviors, techniques, and secrets of the highest earning

salespeople in every industry and field.

You'll learn: How to answer the 5 Most Important Questions in Sales to make it

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virtually impossible for  
prospects to say no How  
to master 7 People  
Principles that will give  
you the power to  
influence anyone to do  
almost anything How to  
shape and align the 3  
Processes of Sales to  
lock out competitors and  
shorten the sales cycle  
How to Flip the Buyer  
Script to gain complete  
control of the sales



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High conversation How to

Disrupt Expectations to  
pull buyers towards you,  
direct their attention,

and keep them engaged

How to leverage Non-  
Complementary

Behavior to eliminate  
resistance, conflict, and

objections How to  
employ the Bridge

Technique to gain the  
micro-commitments and  
next steps you need to

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High your deals from  
stalling How to tame  
Performers  
Irrational Buyers, shake  
Leverage Sales  
them out of their  
Specific  
comfort zone, and shape  
Emotional  
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Intelligence To  
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and increase you own  
Close The  
Sales EQ using the 15  
Sales Specific  
Complex Deal  
Emotional Intelligence  
Markers And so much  
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where The Challenger

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Sale, Strategic Selling,  
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off. It addresses the  
human relationship gap  
in the modern sales  
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sales organizations are  
failing because many  
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been taught the human  
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a compelling case that sales specific emotional intelligence (Sales EQ) is more essential to success than education, experience, industry awareness, product knowledge, skills, or raw IQ; and, sales professionals who invest in developing and improving Sales EQ gain a decisive competitive advantage

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in the hyper-competitive  
global marketplace.

Sales EQ arms  
salespeople and sales

leaders with the tools to  
identify their most

important sales specific  
emotional intelligence

developmental needs  
along with strategies,

techniques, and

frameworks for reaching  
ultra-high performance

and earnings, regardless

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of sales process,  
industry, deal  
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or outside), product or  
service (B2B or B2C).

The New Psychology of  
Selling The sales  
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Legions of salespeople  
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High performers are seeing 50 percent or more of their salespeople miss quota. Yet, in this new paradigm, an elite group of top 1 percent sales professionals are crushing it. In our age of technology where information is ubiquitous and buyer attention spans are fleeting, these superstars have learned how to

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High prospects to say no How

to master 7 People

Principles that will give

Leverage Sales you the power to

Specific influence anyone to do

Emotional almost anything How to

Intelligence To shape and align the 3

Processes of Sales to

Close The lock out competitors and

Complex Deal shorten the sales cycle

How to Flip the Buyer

Script to gain complete

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Disrupt Expectations to pull buyers towards you, direct their attention, and keep them engaged

How to leverage Non-Complementary Behavior to eliminate resistance, conflict, and objections

How to employ the Bridge Technique to gain the micro-commitments and next steps you need to keep your deals from

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Irrational Buyers, shake  
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and Spin Selling leave off. It addresses the human relationship gap in the modern sales process at a time when sales organizations are failing because many salespeople have never been taught the human skills required to effectively engage buyers at the emotional level. Jeb Blount makes a compelling case that



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sales specific emotional intelligence (Sales EQ) is more essential to success than education, experience, industry awareness, product knowledge, skills, or raw IQ; and, sales professionals who invest in developing and improving Sales EQ gain a decisive competitive advantage in the hyper-competitive

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Close The  
Complex Deal  
Legions of salespeople and their leaders are coming face to face with a cold hard truth: what once gave salespeople a competitive

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Jeb Blount takes you on an unprecedented journey into the behaviors, techniques, and secrets of the highest earning salespeople in every industry and field.

You'll learn: How to answer the 5 Most Important Questions in Sales to make it virtually impossible for prospects to say no How



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salespeople and sales  
leaders with the tool

## Leverage Sales

The ultimate guide to  
relationships, influence  
and persuasion in 21st  
century business. What

is most important to  
your success as a sales  
or business

professional? Is it  
education, experience,  
product knowledge, job

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title, territory, or  
business dress? Is it  
your company's  
reputation, product,  
price, marketing  
collateral, delivery lead  
times, in stock ratios,  
service guarantees,  
management strength, or  
warehouse location? Is  
it testimonials, the latest  
Forbes write up, or  
brand awareness? Is it  
the investment in the

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latest CRM software, business 2.0 tools, or social media strategy? You could hire a fancy consulting firm, make the list longer, add some bullet points, put it into a PowerPoint presentation, and go through the whole dog and pony show. But at the end of the day there will be only one conclusion... None of the



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above! You see, the most important competitive edge for today's business professionals cannot be found on this list, your resume, or in any of your company's marketing brochures. If you want to know the real secret to what matters most in business, just look in the mirror. That's right, it's

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YOU. Do these other things matter? Of course they do, but when all things are equal (and in the competitive world we live in today, things almost always are) People Buy You. Your ability to build lasting business relationships that allow you to close more deals, retain clients, increase your income, and advance

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High your career to rise the  
Performers top of your company or  
Leverage Sales industry, depends on  
Specific your skills for getting  
Emotional other people to like you,  
Intelligence To trust you, and BUY  
Close The YOU. This break-  
Complex Deal through book pushes  
past the typical focus on  
mechanics and stale  
processes found in so  
many of today's sales  
and business books, and  
goes right to the heart of

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what matters most in  
21st century business.  
Offering a straight  
forward, actionable  
formula for creating  
instant connections with  
prospects and  
customers, People Buy  
You will enable you to  
achieve a whole new  
level of success in your  
sales and business  
career. You'll discover:  
Three relationship

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myths that are holding  
you back Five levers  
that open the door to  
stronger relationships  
that quickly increase  
sales, improve retention,  
increase profits and  
advance your career The  
real secret to making  
instant emotional  
connections that  
eliminate objections and  
move buyers to reveal  
their real problems and

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High How to anchor  
your business  
Performers relationships and create  
Leverage Sales loyal customers who  
Specific will never leave you for  
Emotional a competitor How to  
Intelligence To build your personal  
Close The brand to improve your  
Complex Deal professional presence  
and stand-out in the  
market place People  
Buy You is the new  
standard in the art of  
influence and

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High Performers  
Leverage Sales  
Specific  
Emotional  
Intelligence To  
Close The  
Complex Deal

persuasion. Few books have tackled the subject of interpersonal relationships in the business world in such a practical and down-to-earth manner, breaking what many perceive as a complex and frustrating process into easy, actionable steps that anyone can follow.

Ultimately, people

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High performers follow people that they like, trust, and believe in. Understand how to leverage sales relationships with direct and indirect reports that lead to loyalty, higher productivity, and long-term development.

Practical lessons help managers employ winning interpersonal skills to move others to take action.



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Why do salespeople frequently fail to execute—even when they know what they should do?

And just like that, everything changed . . .

A global pandemic. Panic. Social distancing. Working from home. In a heartbeat, we went from happy hours to

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virtual happy hours.

From conferences to  
virtual conferences.

From selling to virtual  
selling. To remain

competitive, sales and  
business professionals  
were required to shift

the way they engaged  
prospects and

customers. Overnight,

virtual selling became

the new normal. Now, it

is here to stay. Virtual

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selling can be  
challenging. It's more  
difficult to make human  
to human connections.

It's natural to feel  
intimidated by  
technology and digital  
tools. Few of us haven't  
felt the wave of  
insecurity the instant a  
video camera is pointed  
in our direction. Yet,  
virtual selling is  
powerful because it

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allows you to engage more prospects and customers, in less time, at a lower cost, while reducing the sales cycle.

Virtual Selling is the definitive guide to leveraging video-based technology and virtual communication channels to engage prospects, advance pipeline opportunities, and seal the deal. You'll

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learn a complete system for blending video, phone, text, live chat, social media, and direct messaging into your sales process to increase productivity and reduce sales cycles. Jeb Blount, one of the most celebrated sales trainers of our generation, teaches you: How to leverage human psychology to gain more

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influence on video calls

The seven technical  
elements of impactful  
video sales calls The

five human elements of

highly effective video

sales calls How to

overcome your fear of

the camera and always

be video ready How to

deliver engaging and

impactful virtual demos

and presentations

Powerful video

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messaging strategies for  
engaging hard to reach  
stakeholders The Four-  
Step Video Prospecting  
Framework The Five-  
Step Telephone  
Prospecting Framework  
The LDA Method for  
handling telephone  
prospecting objections  
Advanced email  
prospecting strategies  
and frameworks How to  
leverage text messaging

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for prospecting and  
down pipeline  
communication The law  
of familiarity and how it  
takes the friction out of  
virtual selling The 5C's  
of Social Selling Why it  
is imperative to become  
proficient with reactive  
and proactive chat  
Strategies for direct  
messaging – the "Swiss  
Army Knife" of virtual  
selling How to leverage



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a blended

virtual/physical selling approach to close deals faster As you dive into these powerful insights, and with each new chapter, you'll gain greater and greater confidence in your ability to effectively engage prospects and customers through virtual communication channels. And, with this

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newfound confidence,  
your success and  
income will soar.

Following in the  
footsteps of his  
blockbuster bestsellers  
People Buy You,  
Fanatical Prospecting,  
Sales EQ, Objections,  
and Inked, Jeb Blount's  
Virtual Selling puts the  
same strategies  
employed by his  
clients—a who's who of

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the world's most  
prestigious  
organizations—right into  
your hands.

Ditch the failed sales  
tactics, fill your  
pipeline, and crush your  
number Fanatical

Prospecting gives  
salespeople, sales  
leaders, entrepreneurs,  
and executives a  
practical, eye-opening

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guide that clearly explains the why and how behind the most important activity in sales and business development—prospecting. The brutal fact is the number one reason for failure in sales is an empty pipe and the root cause of an empty pipeline is the failure to consistently prospect.

By ignoring the muscle

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of prospecting, many otherwise competent salespeople and sales organizations consistently

underperform. Step by step, Jeb Blount outlines his innovative approach to prospecting that

works for real people, in the real world, with real prospects. Learn how to keep the pipeline full of qualified opportunities

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High and avoid debilitating

sales slumps by

leveraging a balanced

prospecting

methodology across

multiple prospecting

channels. This book

reveals the secrets,

techniques, and tips of

top earners. You'll

learn: Why the 30-Day

Rule is critical for

keeping the pipeline full

Why understanding the

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Law of Replacement is  
the key to avoiding sales  
slumps How to leverage  
the Law of Familiarity  
to reduce prospecting  
friction and avoid  
rejection The 5 C's of  
Social Selling and how  
to use them to get  
prospects to call you  
How to use the simple 5  
Step Telephone  
Framework to get more  
appointments fast How

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to double call backs

with a powerful voice

mail technique How to

leverage the powerful 4

Step Email Prospecting

Framework to create

emails that compel

prospects to respond

How to get text working

for you with the 7 Step

Text Message

Prospecting Framework

And there is so much

more! Fanatical



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Prospecting is filled with the high-powered strategies, techniques, and tools you need to fill your pipeline with high quality opportunities. In the most comprehensive book ever written about sales prospecting, Jeb Blount reveals the real secret to improving sales productivity and growing your income

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fast. You'll gain the power to blow through resistance and objections, gain more appointments, start more sales conversations, and close more sales. Break free from the fear and frustration that is holding you and your team back from effective and consistent prospecting. It's time to get off the feast or

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famine sales roller-  
coaster for good!

There are few one-size-  
fits-all solutions in  
sales. Context matters.  
Complex sales are  
different from one-call  
closes. B2B is different  
than B2C. Prospects,  
territories, products,  
industries, companies,  
and sales processes are  
all different. There is

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Leverage Sales  
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little black and white in  
the sales profession.  
Except for objections.  
There is democracy in  
objections. Every  
salesperson must endure  
many NOs in order to  
get to YES. Objections  
don't care or consider:  
Who you are What you  
sell How you sell If you  
are new to sales or a  
veteran If your sales  
cycle is long or short –

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High complex or transactional

For as long as

salespeople have been

asking buyers to make

commitments, buyers

have been throwing out

objections. And, for as

long as buyers have

been saying no,

salespeople have

yearned for the secrets

to getting past those

NOs. Following in the

footsteps of his

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highbuster bestsellers  
Fanatical Prospecting  
and Sales EQ, Jeb  
Blount's Objections is a  
comprehensive and  
contemporary guide that  
engages your heart and  
mind. In his signature  
right-to-the-point style,  
Jeb pulls no punches  
and slaps you in the face  
with the cold, hard truth  
about what's really  
holding you back from

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closing sales and reaching your income goals. Then he pulls you in with examples, stories, and lessons that teach powerful human-influence frameworks for getting past NO - even with the most challenging objections. What you won't find, though, is old school techniques straight out of the last century. No

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bait and switch schemes, no sycophantic tie-downs, no cheesy scripts, and none of the contrived closing techniques that leave you feeling like a phony, destroy relationships, and only serve to increase your buyers' resistance.

Instead, you'll learn a new psychology for turning-around



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objections and proven techniques that work with today's more informed, in control, and skeptical buyers.

Inside the pages of Objections, you'll gain deep insight into: How to get past the natural human fear of NO and become rejection proof

The science of resistance and why buyers throw out

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objections Human

influence frameworks

that turn you into a

master persuader The

key to avoiding

embarrassing red

herrings that derail sales

calls How to leverage

the “Magical Quarter of

a Second” to instantly

gain control of your

emotions when you get

hit with difficult

objections Proven

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objection turn-around

frameworks that give

you confidence and

control in virtually

every sales situation

How to easily skip past

reflex responses on cold

calls and when

prospecting How to

move past brush-offs to

get to the next step,

increase pipeline

velocity, and shorten the

sales cycle The 5 Step

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Process for Turning  
Around Buying  
Commitment Objections  
and closing the sale  
Rapid Negotiation  
techniques that deliver  
better terms and higher  
prices As you dive into  
these powerful insights,  
and with each new  
chapter, you'll gain  
greater and greater  
confidence in your  
ability to face and

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effectively handle  
objections in any selling  
situation. And, with this  
new-found confidence,  
your success and  
income will soar.

Learn powerful closing  
and sales negotiation  
tactics that unlock yes  
and seal the deal. Each  
year, sales professionals  
leave billions of dollars  
on the table because

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they are out gunned, out maneuvered, and out played by savvy buyers, who have been schooled in the art and science of negotiation. Because today's buyers have more power than ever before—more

information, more at stake, and more control over the buying process—they almost always enter sales

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negotiations in a much stronger position than the salespeople on the other side of the table.

The results are sadly predictable: salespeople and their companies end up on the losing end of the deal. In this brutal paradigm, if you fail to master the skills, strategies, and tactics to go toe-to-toe with modern buyers and win

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at the sales negotiation table, your income and long-term earning potential will suffer—along with your company's growth, profits, and market valuation. In his new book **INKED: The Ultimate Guide to Powerful Closing and Sales Negotiation Tactics that Unlock YES and Seal the Deal,**



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Jeb Blount levels the playing field by giving you the strategies, tactics, techniques, skills, and human-influence frameworks required to become a powerful and effective sales negotiator. In his signature, straightforward style, Jeb pulls no punches. He slaps you right in the face with the cold, hard

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truth and lays bare the reasons why you keep getting beaten by buyers who have been trained in how to play you.

Then, he teaches you exactly what you need to know, do, and say to gain more control and more power over the outcomes of your deals, and WIN. You'll learn: Seven Immutable Rules of Sales Negotiation

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Why “Win-Win”

Usually Means “You-

Lose” The One Rule of

Sales Negotiation You

Must Never Break How

to Leverage the

Powerful MLP Strategy

to Bend Win Probability

in Your Favor The

ACED Buyer Persona

Model and How to Flex

to Buyer

Communication Styles

Seven Principles of

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Effective Sales

Negotiation

Communication How to

Leverage the DEAL

Sales Negotiation

Framework to Control  
the Negotiation

Conversation and Get

Ink How to Gain the

Advantage with

Comprehensive Sales

Negotiation Planning

Strategies and Tools

Powerful Negotiation

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Psychology and  
Influence Frameworks  
that Keep You in  
Control of the

Conversation How to  
Rise Above the Seven  
Disruptive Emotions  
that are Holding You

Back at the Sales

Negotiation Table How  
to Protect Yourself from

the Psychological

Games that Buyers Play

With these powerful

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tactics in your sales arsenal, you will approach sales negotiations with the confidence and power to take control of the conversation and get the prices, terms, and conditions that you deserve. INKED is the most comprehensive Sales Negotiation resource ever developed for the sales profession.

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Unlike so many other negotiating books that ignore the reality sellers face in the rapid-fire, real world of the sales profession, INKED is a sales-specific negotiation primer.

You'll learn directly from one of the most sought-after and celebrated sales trainers of our generation.

Following in the

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footsteps of his  
blockbuster bestsellers  
Fanatical Prospecting,  
Sales EQ, and  
Objections, Jeb Blount's  
INKED puts the same  
strategies employed by  
his clients—a who's who  
of the world's most  
prestigious  
organizations—right into  
your hands.



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Specific  
Emotional  
Intelligence To  
Close The  
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