



## GETABSTRACT REVIEW OF Sales EQ

### How Ultra-High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal

To make sales, develop strong interpersonal skills, learn to control your feelings, leverage your buyers' emotions and manage your relationships with them.

#### STEP 1

Have your team read the [getAbstract summary](#).

#### STEP 2

Schedule a team meeting to discuss the questions below.

#### STEP 3

Have a discussion with your team.

### Discussion Questions

1. How do you disrupt buyers' expectations? Think of creative ways and share your ideas with the team.
2. What other alternative strategies would you suggest to make progress with a prospect or to close a sale?

*“As a sales professional, understanding how emotions dominate and drive buying decisions is critical to supercharging your income and advancing your career.”*

**Sales EQ**

Jeb Blount

### Additional resources



Sales