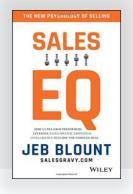
}getabstract | MEETING IN A BOX



Have your team read the getAbstract summary.

Schedule a team meeting to discuss the questions

Have a discussion with

STEP 1

STEP 2

below.

STEP 3

your team.

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.

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





getAbstract, Inc. 20900 NE 30th Ave., Suite 315, Aventura, FL 33180, USA +1 305 936 2626 getAbstract AG Alpenquai 12, 6005 Lucerne, Switzerland +41 41 367 5151 corporate@getabstract.com | www.getabstract.com