

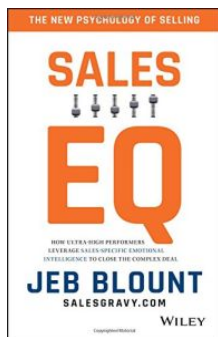
MEETING IN A BOX

Sales EQ

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

Support Sales at

Start the conversation with your team and take initiative to be a part of our success. Use the getAbstract on “Sales EQ” to get started.



Step1: Have your team read the “Sales EQ” getAbstract summary. To access the abstract, click on the book cover.

Step2: Schedule a team meeting to discuss the questions below.

Step3: Have a discussion with your team.

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



Jeb Blount

Author

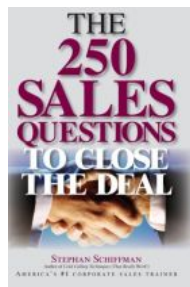
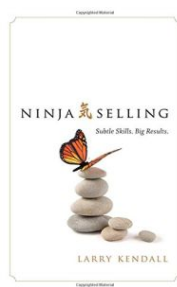
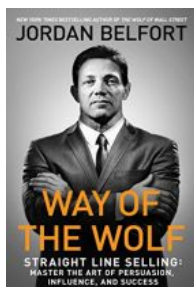
Discussion Questions

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?

Take away

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

If you liked “Sales EQ” here are some additional getAbstract summaries and channels you may be interested in...



CHANNEL: Sales