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I've taken sales courses and all it is is pure PSYCHOLOGY. It is interesting to think the way you say or write things (just a little differently than the last way) can truly effect the outcome of the sale. Great article.

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*12 Selling Tips Using Basic
Psychology*

*The study compared women's
clothing priced at \$35 versus \$39
and found that the prices ending*

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in nine outperformed the lower prices by an average of 24%. Sale prices—“Was \$60, now only \$45!”—were able to beat out the number nine. But when the number nine was included with a slashed sales price, it again outperformed lower price points.

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Pricing Psychology: 10 Timeless Strategies to Increase Sales

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The average sales rep spends 25 hours per month leaving voicemail messages. 19. 80% of phone calls go straight to voicemail and 90% of first-time voicemails are ignored. Do you ever pause and wonder where the past month has gone? For the

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average sales rep, more than four workdays every month are spent talking to answering machines.

5 Strategies of 'Psychological Pricing'

Let me show you some tips about sales psychology which can, well,

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help you produce more sales on social. Understand Habituation. Habituation is the problem many marketers face in the industry today.

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Psychology To Increase Sales sales by making it easy for the customer to select only an appetizer. Menu Psychology. An article in . The Wall Street Journal. told of restaurants that designed their menus to highlight the most profitable offerings. These menu

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items were also hyped by servers when asked to recommend a dish by a guest.

The Psychology of Menu Design: Reinvent Your 'Silent ... Psychology of Sales : From Average to Rainmaker. By Dennis

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M. Postema. In Psychology of Sales: From Average to Rainmaker, you'll learn how to understand the psychology of your customers in order to present your products the right way for each individual shopper.

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*The Psychology of Selling. The
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*In turn, your sales can increase
by up to 19%. In a study
published in the Journal of Applied
Psychology , researchers tested
what effect waiters providing
mints along with the check had*

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against a control group where no mints were given.

*Psychology of Sales Quotes by Dennis Postema
The Psychology of Sales at a Craft Show. Posted by Handmade Business | Basics & Getting*

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Started. Well, today's the big day, the day of your first craft show. You selected an appropriate venue. You arrived on time. You're displaying only juried items.

20 Mind-Boggling Sales Statistics

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*Every Sales Rep Needs to ...
To the average human, if something is expensive, then it is "quality." A perfect illustration of this strategy would be the case study on "The Williams-Sonoma bread maker" . 5: Visually ...*

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Psychology Of Sales From Average

In Psychology of Sales: From Average to Rainmaker, you'll learn how to understand the psychology of your customers in order to present your products

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*the right way for each individual
sh Well now you can—and you
won't need any smarm,
aggressive tactics or dishonesty
to do it.*

*A 10-Minute Summary of "The
Psychology of Selling" by ...*

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order to present your products the right way for each individual shopper. You'll discover how important your customer's personality is to whether you will or won't make a sale.

7 Things You Need to Know About

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