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The Sales Paradox: Stop Selling to Sell -  
Sales Strategies ...

Douglas Vigliotti is a sales consultant,  
workshop-speaker, and bestselling author of  
The Salesperson Paradox: A Strikingly Simple  
Way to Provide Solutions Your Customers Can't

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Say No To. In this book Doug shares how to sell with the CRINGE method, a strategy and mindset of focusing on helping clients, not pushing product.

The Salesperson Paradox A Strikingly  
The Salesperson Paradox truly maps out in very clear, concise, and, as Doug puts it, very SIMPLE terms, a roadmap that any sales person can rely on each and every day. A great read, and tool, for ANY salesperson!!! Too many people think anyone with the gift of gab is a natural born sales person,...

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If you like complex stuff which I doubt you do, but if you do, then you probably shouldn't buy my upcoming book, The Salesperson Paradox: A Strikingly Simple Way to Provide Solutions Your Customers Can't Say No To. Or read the rest of this article. Well, maybe you should. Then, you might want to buy it. I believe simplicity is the secret.

On Sale | Paradox Interactive

*Page 5/16*

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Revealing my NEW book's cover...The Salesperson Paradox: A Strikingly Simple Way to Provide Solutions Your Customers Can't Say No To

The Salesperson Paradox: A Strikingly Simple Way to ...

The salesperson paradox directs performance. To improve selling performance you have to move away from selling into helping. It is centered on the customer. Doug contrasts that with self-centeredness. Humans are innately self-centered but focusing on your own needs doesn't serve the customer. Helping needs to

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be your first goal. The successful sales path is: help the customer, then make quota, then make money.

How To Sell With the CRINGE Method ... - Sales Babble Podcast

The Salesperson Paradox will show you exactly how to create, position, and provide these solutions. It's a solution selling playbook packed with instantly implementable sales tools, guides, and frameworks. It's sales coaching aided by sales training. It's sales strategy backed by sales tactics.

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Douglas Vigliotti – What is The Salesperson Paradox?

The Salesperson Paradox: A Strikingly Simple Way to Provide Solutions Your Customers Can't Say No To Kindle Edition by Douglas Vigliotti (Author)

675: The Salesperson Paradox & Optimizing Daily Routines ...

If that isn't enough, your customers are demanding them. The Salesperson Paradox is a solution selling playbook that will teach you a simple, reproducible, and proven method to consistently give customers what they



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actually want. And in return, help you get what you want.

The Salesperson Paradox: A Strikingly Simple Way to ...

The Sales Paradox: Stop Selling to Sell. Exceptional sales professionals think like doctors -- they diagnose problems before presenting solutions that could cure what ails their customers. Let's face it, most sales are getting more complex and commoditization is running rampant.

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The Salesperson Paradox

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Marketing - Paradox Interactive

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Way to ...

Aimed at providing solutions for both

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salespeople and entrepreneurs, The Salesperson Paradox uses realistic and practical approaches to compel consumers to buy your products. Vigliotti's primary strategy is to teach the reader how to create a need, and not just how to sell.

Amazon.com: The Salesperson Paradox: A Strikingly Simple ...

The Salesperson Paradox truly maps out in very clear, concise, and, as Doug puts it, very SIMPLE terms, a roadmap that any sales person can rely on each and every day. A great read, and tool, for ANY salesperson!!!

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Too many people think anyone with the gift of gab is a natural born sales person, ...

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Douglas Vigliotti - Audio Books, Best  
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The other was reported by the Pew Research  
Center. According to DOJ's Bureau of Justice  
Statistics, U.S. gun-related homicides  
dropped 39 percent over the course of 18

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years, from 18,253 during 1993, to 11,101 in 2011. During the same period, non-fatal firearm crimes decreased even more,...

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Marketing “The Paradox Way” means doing things a bit differently than others in the games industry. At the Sales & Marketing department at Paradox, we strive to separate our games from our contemporaries by stressing transparency towards our fans, partners & press, pride in our respective crafts, creativity, and clever innovation.

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**Disarming Realities: As Gun Sales Soar, Gun Crimes Plummet**

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