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And Win More
Business With
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SNAP Selling. In 2010,
Konrath released SNAP
Selling: Speed Up Sales
and Win More Business
with Today's Frazzled
Customers. Written
from the perspective of
the mid of a busy
customer, the book is
intended as a guide to

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getting busy customers
to stop and pay
attention to sales
messages.
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**Snap Selling Speed
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Snap Selling stands out from the crowd of sales books and methodologies as the most sensible, and customer-focused, method for sales success. It should be mandatory reading for

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Speed Up Sales
every sales and
marketing professional
and for all MBA
programs.

**Sales Techniques -
SNAP Selling -
Pipeliner CRM**

Thankfully, Jill Konrath
has set out to provide
a solution to this
problem in her book
SNAP Selling: Speed Up
Sales and Win More
Business with Today's
Frazzled Customers.

“SNAP Selling” is a

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**The SNAP Selling
Toolkit from Jill
Konrath**

Jill Konrath, author of Snap Selling goes over the 4 rules to speed up sales and win more business with today's frazzled customers. Sales Mastery connects ambitious sales pros

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with all they need to...

And Win More
**SNAP Selling : Speed
up Sales and Win
More Business with
Customers**

In SNAP Selling, she shows salespeople how to cut through all the clutter and speed up the sales cycle. It's a must read for new and veteran sellers."-Ramon A. Avila, director, H.H. Gregg Center for Professional Selling,

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Ball State University
"SNAP Selling is a
game changer. Jill
Konrath blasts
traditional sales
techniques at the same
time she ...

SNAP Selling: Speed Up Sales and Win More Business with

...

In SNAP Selling, Konrath alerts us to the fact that we are on the edge of a new age in selling. It's no longer a

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Speed Up Sales

numbers game. Today, you actually will be more successful if you make fewer calls, meetings and presentations. Konrath offers four SNAP rules to win more sales and she teaches us that sales is an outcome not a goal. Keywords

SNAP Selling: Speed Up Sales and Win More Business with

...

Enter SNAP Selling, a

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selling methodology

developed by Jill

Konrath —author, sales strategist and speaker

(whose clients include IBM, GE, and Hilton).

SNAP Selling is detailed in Konrath's 2012

bestselling book SNAP

Selling: Speed Up Sales

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**SPIN Selling versus
SNAP Selling: New
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publisher because it fit
so nicely into my new
interest in being at the
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Bestselling Sales Books by Author Jill Konrath

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SNAP Selling Book by Author Jill Konrath

SNAP Selling: Speed Up
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Sales and Win More
Business with Today's
Frazzled Customers.
Potential customers
are under extreme
pressure to do more
with less money, less
time, and fewer
resources, and they're
wary of anyone who
tries to get them to
buy or change
anything. Under such
extreme conditions,
yesterday's sales
strategies no longer
work. No matter how

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great your offering,
you face the daunting
task of making yoursel.

SNAP Selling - Soundview's Summary in Brief

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Jill Konrath - Wikipedia

Soundview Executive Book Summaries Editor in Chief Sarah Dayton presents the Summary in Brief for SNAP Selling: Speed Up Sales and Win More Business

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Prospects are crazy-busy and make SNAP decisions that determine your fate. Find out how to become an invaluable resource that won't get deleted into oblivion. Learn More About SNAP Selling.

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Business with Today's Frazzled Customers. - Be iNvaluable: You have to stand out by being the person your customers can't live without. - Always Align: To be relevant, make sure you're in synch with your customers' objectives, issues, and needs. - Raise Priorities: To maintain momentum,...

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More Business

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Business A

conversation with Jill
Konrath tends to echo
around in your head for
a while. She's
wonderfully intense
and a great listener,
but more so, the
conversation clearly
moves around the
challenges you face.

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SNAP Selling is filled
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strategies for selling to
today's crazy-busy
prospects. Your
prospects will often
make a SNAP decision
that literally
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