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**Robert Bruce Thompson, Dan Balter**



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**Chapter 4 Negotiation Closing Deals** Learn powerful closing techniques handle objections with confidence and negotiate deals that benefit both sides

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**Chapter 6 Sales Strategies for Small Businesses Startups** Discover budget friendly sales tactics word of mouth selling techniques and growth strategies

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**Chapter 8 Selling in the Digital Age** Optimize online sales integrate AI and automation and leverage video marketing and social selling

**Chapter 9 High Ticket Sales Premium Offer Strategies** Master the art of selling high value products justifying premium pricing and closing six and seven figure deals

**Chapter 10 Sales Strategies for Different Industries** Explore customized sales techniques for retail B2B real estate tech and service based businesses

**Chapter 11 Holiday Seasonal Sales Strategies** Maximize revenue during peak seasons leverage Black Friday sales and implement effective limited time offers

**Chapter 12 Sales Mastery** Becoming a Sales Leader Develop leadership skills mentor sales reps and build a scalable high performance sales system

**Bonus Chapter The Ultimate Sales Tip Collection** Access 50 extra expert sales tips to sharpen your skills and close more deals

**Conclusion** Reflect

on your sales journey implement long term strategies and continue refining your skills Appendices Explore valuable sales tools CRM software recommendations and resources for ongoing professional development HowExpert Guide to 365 Sales Tips is the perfect resource for sales professionals entrepreneurs business owners and anyone looking to master the art of selling With practical results driven techniques this book helps you increase revenue master persuasion and refine your selling skills every single day of the year Get ready to sell smarter close faster and succeed in sales year round HowExpert publishes quick how to guides on all topics from A to Z      **A Small and Medium Enterprise's Guide to Innovation and Growth** Bunmi Alabi-Adebajo,2025-07-04 Unlock the potential of Artificial Intelligence AI with this transformative guide tailored for Small and Medium Enterprises SMEs Dr Bunmi Alabi Adebajo breaks down complex AI concepts into actionable strategies empowering businesses to innovate grow and compete in the digital age From building a data driven culture to adopting AI for operational efficiency and customer personalization this book provides real world applications case studies and practical advice Learn how to harness AI to streamline processes enhance decision making and outpace industry giants Whether you re just starting your AI journey or looking to scale advanced solutions this book equips you with the tools to thrive in an AI driven future Step confidently from Main Street to AI Street and redefine your business potential

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