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Nice Girls DO Get The Sale: Relationship Building That Gets Results

Elinor Stutz

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Nice Girls DO Get The Sale: Relationship Building That Gets Results Elinor Stutz
"Elinor has an amazing way of communicating simple, basic techniques that make the scary topic of sales very accessible to everyone. She shares the secrets that made her a very successful salesperson, from creative approaches to getting appointments to the most effective way to close the sale."
-Kim Fisher, Managing Director, eWomenNetwork

Written by a highly successful saleswoman, Elinor Stutz, this how-to book trains women in field-tested sales techniques that will launch them into the next level of success. They will discover how to use their natural relationship-building skills to close better deals with a higher percentage of business-making sales. They will find solid advice on building a network, dealing with management, prospecting, responding to client needs and managing a career, as well as solutions to problems like selling an unknown brand and getting through office gatekeepers to reach the decision makers.

Nice Girls DO Get the Sale is perfect for all women in sales, whether experienced or not, and will have them passing their male counterparts on the corporate ladder in no time.

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