



New Sales Training Articles From iBizResources.com

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Stop wasting your selling time with people who don't want what you're selling. If a prospect doesn't want what you are selling, they are not a prospect NOW. Move on, you can return to them later.

PR9.NET February 02, 2007 - New Your, NY - Nothing happens until a sale is made.

A new free directory of sales and sales training articles from seventy-five sales experts was recently added to the extensive keyword searchable internal search engine that connects iBizResources.com's content with that of twenty business resources web sites and directories.

Being the first family owned specialized article search directory of its kind, iBizResources.com's web site offers business owners and their advisors access to cutting edge sales related content.

Read sales articles that will help you satisfy your customers, your competitors are reading them!

Articles that turn a sales call into a collaborative brainstorming session instead of a stressful hard close.

Articles that teach you how to establish a constructive dialog focused on what's important to your customers. When you pay more attention to what you customers want (not just need) your sales results and customer retention will improve dramatically.

Sales trainers teach strategies for getting referrals so a smaller percentage of your calls are cold calls. A number of our articles describe these effective techniques.

In the real world however there are rarely enough referred warm leads at any one time to insure that you meet your sales quota. Cold calls can actually save your selling career when you know how to make them.

The lead article on the first page of our directory of sales and sales training articles describes just such a method - converting those who are ready to buy into sales and those who are not into follow up prospects who'll be looking for your next contact.

Sales and sales training articles along with our twenty plus directories of articles are an integral part of our do-it-yourself focus.

These sales articles, written by sales experts, allow readers to better understand their need for sales coaching and consulting - before hiring an expert.

Sales related articles written by professional sales people offer street-smart sales strategies and tactics will help you;

- * take advantage of your competitive advantage
- * understand the high probability selling process
- * learn how to sell using non-verbal communication
- * develop effective prospecting using self-promotion
- * articulate your unique selling proposition
- * intuitively ask the right questions

If you are serious about improving your sales results, you will attend sales seminars, read sales books as well as articles on sales and sales management.

The key is to use all these resources with an open mind and you'll come up with a version of the idea that may be perfect for you and your business.

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About www.iBizResources.com

www.iBizresources.com was launched in 1999. Our mission was, and is, to help mainstream established companies take advantage existing and emerging technologies to continue to grow their company in the 21st. Century.

We put these resources - particularly in the form of articles around business issues - where you can find them freely via our search engine and use them to achieve what's most important to you and your business.

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