

A SALE IS A LOVE AFFAIR

Seduce, Engage
& Win Customers' **Hearts**



JACK VINCENT

A Sale Is A Love Affair Seduce Engage And Win Customers Hearts

H Kauffman



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A Sale Is a Love Affair Jack Vincent,2015-01-10 The top salespeople in any industry are loved by their customers They build a deep human connection with their customers that parallels finding love falling in love and growing a trusting romantic relationship While researching A Sale Is A Love Affair Jack discovered that the advice given by today s dating coaches and marriage counselors correlates directly with the best practices used by the leading marketing consultants and sales trainers The mindset is actually a heart set It focuses on pulling customers through their purchasing cycle not pushing them through your sales cycle Jack uses stories and anecdotes that make eye opening links between romantic relationships and complex sales It s all about attracting early on and building trust at every step Keep it simple in marketing Go deeper in sales Love more Sell more Cupid's Code William J. Starkey,2011-10 Cupid s code takes us on a journey of understanding the emotion that has influenced songs wars minds and culture Love Guided by an author who has dated all the personality types we are taken through the worlds of biology psychology and anthropology so that we are introduced to new ideas about how we can answer the many questions that plague us about our partners and ourselves Cover **The Boy's Miscellany** ,1864 The New World Park Benjamin,James Aldrich,Henry Champion Deming,James Mackay,1841 **Alliance News** ,1873 **Ballou's Pictorial** ,1858 *Waverley Magazine* ,1860 *The Literary chronicle and weekly review* ,1825

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