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Paperback - Illustrated,
January 31, 2012 by Jill
Konrath (Author)

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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, Ball State University
"SNAP Selling is a game changer. Jill Konrath blasts

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traditional sales techniques at the same time she offers fresh insights and rock-solid advice that actually works in today's Sales 2.0 environment.

SNAP Selling: Speed Up Sales and Win More Business with

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SNAP Selling: Speed Up Sales and Win More Business with Today's Frazzled Customers.

Selling is tougher than

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ever before. 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.

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SNAP Selling is filled with fresh sales strategies for selling to today's crazy-busy prospects. Your prospects will often make a SNAP decision that literally determines your fate, and if you don't pass their test they will delete you into oblivion

**SNAP Selling Book
by Author Jill**

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**Konrath - Sales
Techniques**

The must-read summary of Jill Konrath's book: "SNAP Selling: Speed Up Sales and Win More Business with Today's Frazzled Customers". This complete summary of the ideas from Jill Konrath's book "SNAP Selling" shows that most people you try and sell to today will be crazy-busy - frazzled and run off

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their feet with too
much to do.

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...

Having enjoyed Jill's
previous work, I was
looking forward to
reading her latest
book, "Snap Selling:
Speed Up Sales and
Win More Business with
Today's Frazzled
Customers", and I
wasn't disappointed.

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The acronym SNAP reminds us that our interactions with our prospects need to be Simple, iNvaluable, Aligned and Prioritised.

SNAP Selling: Speed Up Sales and Win More Business with

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<http://www.salesmastermag.com> Jill Konrath, author of Snap Selling goes over the 4 rules to speed up sales and win more business with

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YouTube

Enter SNAP Selling, a 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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**Sales Techniques -
SNAP Selling -
Pipeliner CRM**

In our full synopsis of SNAP Selling: Speed Up Sales and Win More Business with Today's Frazzled Customers, we'll to how to get into your audience's head, outline the buyer's matrix, and mapping

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the decision-making process to seal the deal. To view the full summary, click "keep reading" below.

The SNAP Selling Toolkit from Jill Konrath | IMPACT

SNAP Selling: Speed Up Sales and Win More Business with Today's Frazzled Customers - Ebook written by Jill Konrath. Read this book using Google Play Books app on your PC,

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More Business
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No matter what you're selling, your customers are insanely busy, frazzled, and don't have time for you. In SNAP Selling, Konrath outlines four strategies (SNAP) that you can use to get your crazy-busy prospect to stop and pay attention to

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what you have to offer. Keep it Simple: Make it easy for your customer to decide to buy from you. Eliminating complexity and effort from your prospect's decision-making will improve your chances for success.

Review of SNAP Selling: Speed Up Sales and Win More

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Business with Today's

Frazzled Customers.
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

**Bestselling Sales
Books by Author Jill
Konrath**

Details about Snap

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SNAP Selling SNAP selling was developed by Jill Konrath in her bestselling book SNAP Selling: Speed Up Sales and Win More Business With Today's Frazzled Customers. SNAP selling aims to address the issue of too much information and too little time for customers to make decisions.

Choosing the Right

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**Sales Methodology
for Your Org ...**

" SNAP Selling is a mission-critical tool for building lasting, profitable relationships. Jill goes far beyond defining a sales process by rolling up her sleeves to share specifics about what you absolutely must do to become indispensable to your customer." (Rick Pulito, vice president of sales, BI Worldwide)

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SNAP Selling: Speed Up
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Frazzled ... - Jill Konrath
- Google Livros. Selling
is tougher than ever
before. Potential
customers are under
extreme pressure to do
more with less money,
less time, and fewer
resources, and they're
wary of anyone who

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tries to get them to
buy or change
anything.

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SNAP Selling In 2010,
Konrath released SNAP
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with Today's Frazzled
Customers. Written
from the perspective of
the mid of a busy
customer, the book is

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Sales And Win
intended as a guide to
getting busy customers
to stop and pay
attention to sales
messages.

Customers

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