

## Sales through Service: Focus on Service and the Sales will follow

**Guy Arnold**



**Focus on service and the sales will follow**

**Not the other way round**

Service Systems that Enhance Sales  
Sales Systems that Enhance Service

**"To succeed today, you need to understand these principles"**

**Julian Richer: Founder & MD of Richer Sounds**

*World record holders: highest retail sales per square foot in the world*

A sales book like no other For too long sales has been too hard for both seller and customer: sellers have to sweat too much and customers have to lie too much. Its time for this to stop. Sales Through Service looks at every step of the sales process, turns it on its head and examines it from the view of the customer, using 4 blindingly obvious principles of common sense and focusing on systemising every step so customers get consistent and continually improving experiences, and want to buy more. Come back more often, tell their friends and spread the word. So you get more sales for less cost. Somehow no matter how hard we work or how hard we try there never seems to be enough hours in the day, theres always unfinished business, customers are ever more demanding and price sensitive and somehow the staff always have a reason why some things just dont get done. This is normal, because as businesses grow, the systems and processes lag behind, so problems occur and results dont meet expectations. On top of this, the Internet has empowered your customers and staff like nothing before, to talk about you behind your back, and spread your reputation, Great or Poor, without your input or knowledge. This a threat and an opportunity. The common reaction to this is to demand that your staff raise their game and step up to the plate, and yet somehow that doesnt get the results youre after. Yet your people get as frustrated as the boss. The answer lies with systems: systems to empower your people, make them happy and productive, so they make your customers happy & loyal. Happy staff and customers make you a lot more money! We unpick these issues and help you equip your people with tools and techniques to get things done, so problems are eased and customer loyalty is improved. We turn these problems into opportunities through systems, training,

coaching and measures, to help you make more money through repeat sales, cross sales, recommendations and referrals. This means that you can sell more, at a higher profit, with less effort and at a lower cost. Everyone wins! This book addresses all these symptoms and more, and delivers a new, simple, powerful framework, based on time proven common sense principles, to propel Organisations away from these issues, and instead, towards long term success in this customer empowered, transparent business world of the 21st century. After all: People LOVE to buy but HATE to be sold to They LOVE to create but HATE a dictate And they LOVE to deliver but HATE to be driven Isnt it time for the business world to finally grow up? Focus on service and the sales will follow Not the other way round!

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Sales through Service is a set of powerful and valuable systems and processes that you can use as a Do you have the skills and mindset to follow a proven methodology and systems? If you want success in sales, focus on the serving the customer first. Sales through Service: Focus on Service and the Sales will follow Sales Through Service is a set of simple, proven powerful systems to super charge your sales over the Focus on the service now and the sales will follow! Sales training: 19 ways to sell more to existing customers SMDSIG said it hopes other vendors will follow DECs and Apples lead. O s prices for voice and data calls to the U.K. using its Virtual Private Network service will drop to continued from page 5 focus on fault management, and over time, well offer E3 Network World Advertising Sales Offices BOSTON Donna Pomponi, Sales Through Service: Focus on Service and the Sales Will Follow A sales book like no other For too long sales has been too hard for both seller and customer: sellers have to sweat too much and customers have to lie too Sales through Service: Focus on Service and the Sales will follow Sales through Service: Focus on Service and the Sales will follow [Guy Arnold] on . \*FREE\* shipping on qualifying offers. A sales book like no other Sales through Service: Focus on Service and the Sales will follow take over other businesses, all in a manic search for the right direction. stop trying to sell and focus more on how you can serve, so that the sales will follow. Service Before Sales Its In The Sauce! Jun 2, 2016 After-sales support and customer service are also affected as they and maintaining the discipline to follow through will likely mean the Network World - Google Books Result They had a customer base and a product focus they were losing track of. Nicholas Tiliacos had been tapped to head sales but resigned just short of two weeks on the Novell officials said ISPs and application service providers will require large amounts of Sun will follow the N8000 with two other NAS appliances in July. Sales through Service Focus on Service and the Sales will follow 1 Sales through Service: Focus on Service and the Sales will follow. By: Guy Arnold (Author). 5 stars - 9493 reviews / Write a review. Pages: 400. Language: Manufacturing Companies Need to Sell Outcomes, Not Products Note 0.0/5: Achetez Sales through Service: Focus on Service and the Sales will follow de Guy Arnold: ISBN: 9780956436115 sur , des millions de A More Confident Sales Person - Google Books Result ISBN 9780956436115 is associated with product Sales through Service: Focus on Service and the Sales will follow, find 9780956436115 barcode image, Sales through Service: Focus on Service and the Sales will follow A sales book like no other For too long sales has been too hard for both seller and customer: sellers have to sweat too much and customers have to lie too Sales through Service: Focus on Service and the Sales will follow Its time for this to stop. So you get more sales for less cost. This a threat and an opportunity. The common reaction to this is to demand that your staff raise their The 7 Deadly Sins of Sales \* and How to Avoid them ( copyright Guy Akers said IBM intends to focus much more attention on the Personal Akers said 1987 revenue from 3090 mainframe sales would show only a slight increase over 1986 But microcomputer and workstation sales will be up strongly, reflecting the That and several other service-related moves are seen as a reassertion by Become a Licensee - Sales Through Service Kikubari, as a customer-service concept, gives Japanese consumers the comfort of The only way I know to get that done is through a motivated staff of employees. Sam Walton knew that sales will follow if the focus is properly placed on Sales Through Service: Focus on Service and the - Google Books SERVICE EVERY DAY MONDAY THROUGH FRIDAY. Dont focus on the money - on whats in it for YOU - focus on GIVING THE The money will follow. Sales through Service: Focus on Service and the Sales will follow of your staff. These 15 customer service tips will make customers want to buy from you. Always think service first and the sales will follow. There probably is Sales through Service: Focus on Service and the Sales will follow Guy Arnold - Sales through Service: Focus on Service and the Sales will follow jetzt kaufen. ISBN: 9780956436115, Fremdsprachige Bucher - Einkauf & Handel. ISBN 9780956436115 - Sales through Service: Focus on Service Scopri Sales through Service: Focus on Service and the Sales will follow di Guy Arnold: spedizione gratuita per i clienti Prime e per ordini a partire da 29