

The New Rules Of Sales And Service: How To Use Agile Selling, Real-Time Customer Engagement, Big Data, Content, And Storytelling To Grow Your Business [Unabridged] [Audible Audio Edition] By David Meerman Scott

By David Meerman Scott

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Real-Time Customer Engagement, Big Data, Content, and Storytelling to Grow Your Business. The New Rules of Sales and Service is David Meerman Scott's most

The new rules for succeeding in a sales job Closing the deal now happens more often over email than over beers. Here's how to win when you can't wine and dine.

Do you want to sell your home in a short sale? Bankrate.com explains new rules governing short sales, also known as pre-foreclosure sales.

Jan 22, 2012 New Rules Of Sales Recently I had the opportunity to interview Don Brown and Bill Hawkins, whom along with best selling author

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But today, sales enablement is no longer just about increasing your bottomline after accessing and sharing the right information.

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For too long, the experience of going through a short sale had come up, well, short. But new rules make short sales a much faster and easier process.

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It is tougher than ever for sales teams to cut through the clutter and differentiate with prospects. But who can blame them? Sales teams can't find the right

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Marketing Technology

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The rules of real estate have changed drastically over the past five years. Zillow Chief economist
Stan Humphries and CEO Spencer Rascoff explain why.

The New Rules of Sales and Service includes a wealth of ideas and tips for leveraging social
media in order to build a personal brand and a company s business.