



## Selling Insurance with Nlp: Advance Psychological Techniques for Creating Sales Breakthroughs

By Jayden Chen

Partridge Singapore, United States, 2015. Paperback. Book Condition: New. 203 x 127 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.This book will introduce you to selling techniques and rapport building skills that transcend the ordinary. You will learn a set of advance selling techniques based on the world renowned NLP (NeuroLinguisticProgramming) technology. Whether you are a beginner in sales, a seasoned sales person, or someone whom have simply hit a plateau in your sales endeavors, what you are about to learn in this book will catapult your sales achievements to new heights. In this book, you will learn: -How to determine your prospects preferred mode of representation: visual, auditory, kinesthetic -How to speak and present your product in their preferred representation mode -What your mode of representation is, and how you tune into your prospects -How to instantly build deep level of trust and high rapport using verbal and nonverbal techniques -The different types of listening and how to use reflective listening (LEARN) to build trust -Powerful verbal skills for insurance selling: predicates, words, metaphors -How to elicit your prospects buying strategy and leverage on it -How to motivate your prospects to buy: the move toward...



[READ ONLINE](#)  
[ 5.61 MB ]

### Reviews

*This pdf may be worth purchasing. This is for anyone who statte there was not a really worth reading. I found out this pdf from my i and dad encouraged this pdf to understand.*

*-- Mrs. Annamae Raynor*

*If you need to adding benefit, a must buy book. This really is for all who statte that there had not been a well worth reading. It is extremely difficult to leave it before concluding, once you begin to read the book.*

*-- Claud Bernhard*