



## The B2B Sales Blueprint: A Hands-On Guide to Generating More Leads, Closing More Deals, and Working Less (Paperback)

By Dan Englander

Createspace Independent Publishing Platform, United States, 2016. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.What must you do today to triple your sales in 12 months?The B2B Sales Blueprint will empower you to answer this question.In five phases, you will learn how to transform your results by melding new technology with timeless fundamentals. From his experience winning business with 16 Fortune 500s and companies across many verticals, Dan Englander offers a hands-on guide to lead generation, sales, and productivity. What s inside: The Lead Generation Blueprint Build a steady stream of leads by systematizing and outsourcing your outbound process. The First Conversation Use provided templates to plan your conversations and win more deals. Following Up and Closing Get to the next step and avoid the pitfalls responsible for over 80 of all lost opportunities. Staying Sharp Adopt positive sales habits to set the stage for long-term improvement. Exclusive Library of Apps, Tools, and High-Tech Shortcuts Use technology to understand your buyers, automate your processes, and make life easier.After reading The B2B Sales Blueprint you will:Set and achieve specific, KPI-grounded lead generation goals. Successfully delegate prospecting to affordable specialists. Gain...



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