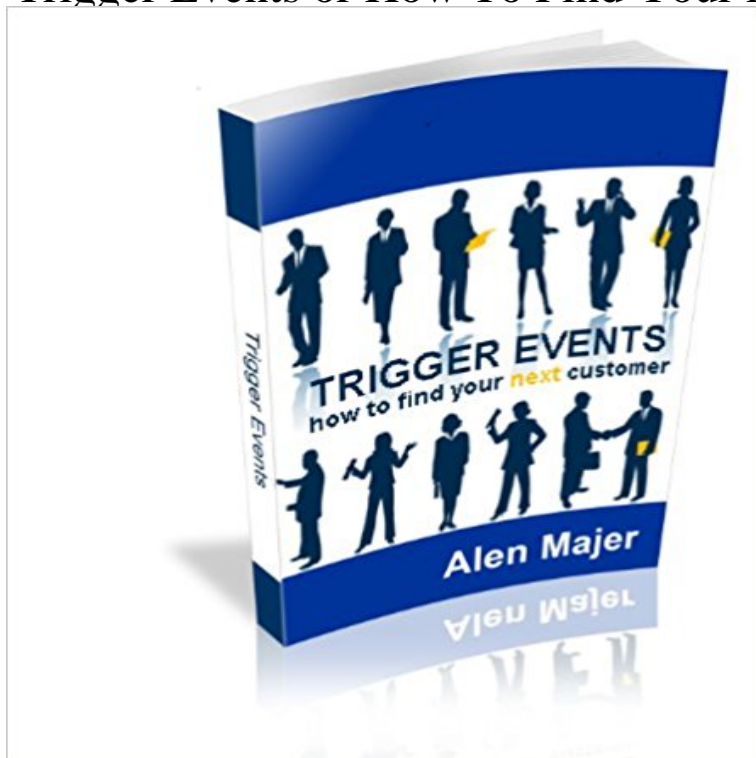


Trigger Events or How To Find Your Next Customer



Where and how will you find your next customer? By learning where to find and how to use trigger events, calls you will make in the future will never ever be cold! With this newly acquired knowledge you will be able to qualify prospects faster and find your next customer much easier than before. And not just that - you will be able to put customers in the market who didn't feel that way before you contacted them. Companies with a trigger event buy 400% more often than ones without these kinds of events! Selling itself is changing. Whole business environment is more dynamic, many and breaking new products are coming on the market, and competition is bigger, harder, and stronger day-by-day. Customers are more educated, they are searching for information by themselves, and they are looking from providers to understand buyers situation, needs and business. Salespeople need new knowledge and new set of tools to be better prepared for challenges that customers are putting in front of us each day. You'll learn how to:

- find your next customer easier than ever by using trigger events
- search for different internal and external trigger events
- uncover customers wants and needs before you contact them
- differentiate prospects from suspects and have your pipeline always full
- be in front of your customers at the exact time when they are ready to buy
- avoid assumption in sales and know who is ready to buy today
- use classifieds, press releases, blogs, and RSS feeds to sell more

Trigger events can be a very powerful weapon for sales person who wants to be able to qualify prospects faster and understand his customers situation, and identify needs with customers together. After reading this book you will be equipped with a completely new set of tools needed to recognize who could be (and should be) on the market today for your product or services, giving you the better

understanding where you should focus your selling activities.

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Harness The Trigger Events That Turn Prospects Into Customers The 21st Century changes the rules of engagement. New knowledge is needed and also a new set of tools to help you in your search for your next customer. **Crucial points to succeed in sales (and life) - Google Books Result** points to succeed in sales (and life) ISBN 978-0-9784668-3-1 Printed in Canada Other books by Alen Majer Trigger Events How to Find Your Next Customer **Why Salespeople Need Trigger Events The Millau Group Global** Trigger Events or How To Find Your Next Customer. By: Alen Majer. 5 stars - 7296 reviews / Write a review. Pages: 150. Book format: An electronic version of a **Trigger Events also available on Kindle! - The Missing Piece to** - Buy Trigger Events book online at best prices in india on Amazon.in. you to find your next customer in a much easier way for you, and successfully **SHiFT!: Harness the Trigger Events That TURN PROSPECTS INTO CUSTOMERS - Google Books Result** What you get by achieving your goals is not as important as what you As quoted in Trigger Events How To Find Your Next Customer (2007) by Alen Majer, p. **9780978466800 - Trigger Events or How to Find Your Next** Rated 0.0/5: Buy Trigger Events by Alen Majer, Andrea Baljak: ISBN: you to find your next customer in a much easier way for you, and successfully close more **Trigger Events or How To Find Your Next Customer** - Alen Majer, author of the book How to sell to Americans has written a new book for everyone who is in sales and struggling with finding new customers. Are you ready to find new customers and win big? Did you know that 40% of sales forces will miss their quotas this year four out of ten salespersons will lose **Trigger Events Keynote Speaker, Sales Expert, Author and Coach** Where and how will you find your next customer? By learning where to find and how to use trigger events, calls you will make in the future will never ever be cold **Trigger Events or How To Find Your Next Customer (English Edition** Find helpful customer reviews and review ratings for Trigger Events or How To Find Your Next Customer at . Read honest and unbiased product **Trigger events: Where and how will you find your next customer?** Improving

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