



From Zero to Hero: How to Master the Art of SELLING CARS

Jeffrey Knott

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A career in the automobile business isn't for the timid. You need an energetic and outgoing personality, a healthy work ethic, and the drive and commitment to build your client base. But there's more: you also need to know how to open yourself to opportunity. A sales veteran with a stellar record, Jeffrey F. Knott shows you how to do just that as you earn your way to top salesperson of the month. Drawing on more than twenty years of experience in car sales, Knott shares his proven techniques for becoming a highly successful salesperson. From developing a keen understanding of the influences governing your customers' actions to fine-tuning your own attitude, level of enthusiasm, and actions at the negotiating table, Knott offers invaluable tips to help you seal more deals, increase your job security, and avoid living from paycheck to paycheck. He breaks down every step of the selling process and delivers a seldom-seen inside look at the ins and outs of the car business. Don't miss your chance to transform your ordinary sales job into a prosperous, stable, fulfilling career. Whether you're new to the car business or have worked the floor for decades, you'll find all the motivation and guidance you need to earn bigger and better commissions in From Zero to Hero.

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