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The Psychology of Selling is a well-regarded book by legendary sales professional Brian Tracy. It shares ideas, methods, strategies, and techniques for salespeople to sell faster and easier than ever before. It's a must-read for salespeople of all verticals, and we've got a complete summary here. Brian Tracy's classic guidebook, " The Psychology of Selling: Increase Your Sales Faster and Easier Than You Ever Thought Possible ," is on the must-read list for every sales professional.

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If you're selling something, then your prospects are already figuring out reasons why they shouldn't buy it. These are called objections. Common objections include the following... The price is too high. Here the person may be able to afford the product or service, but he still thinks the price is high compared to the value you've demonstrated.

A Comprehensive Guide on the Psychology of ... - Richtopia

Check out the Psychology of Selling: <https://practicalpie.com/psychology-of-selling> This is video 5/8 of my sales series :)

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