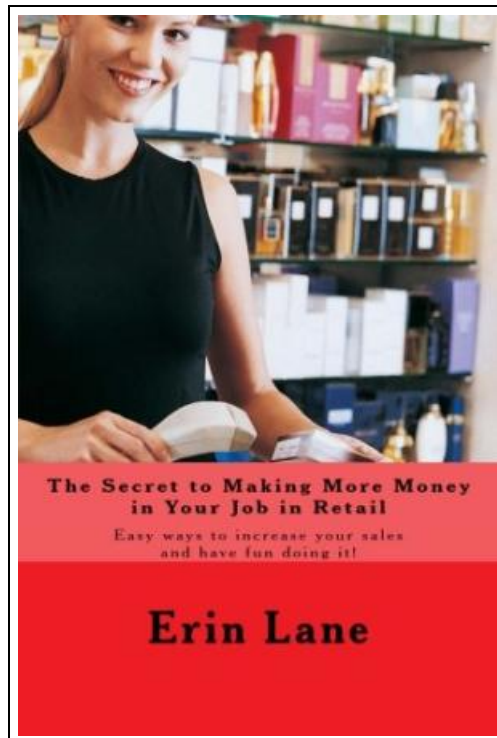


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Createspace Independent Publishing Platform, United States, 2013. Paperback. Condition: New. Large Print. Language: English . Brand New Book ***** Print on Demand *****.This book is designed for those of you who have never worked in retail before and would like the low down from a seasoned pro about how it all works so that you can convince a future employer that you can make the change from mechanic or nurse or factory worker, or whatever it is you do now, to a valuable employee in their organisation. In this book is a step-by-step guide to the basics of selling that will get you headed in the right direction for making more money. It is also designed for those of you who may like to develop better retail skills to be able to go from department store shop assistant to a more challenging and more profitable role in a commission-related environment such as electrical, mobile phones, furniture or real estate. Commission-based retail jobs can earn you so much more money than regular retail jobs and give you a level of enjoyment that the others just can't. The techniques in this book will take you from being an order-taker to being a top salesperson. It may seem that there is an overwhelming amount of information here and you may think, How am I going to do all that in one interaction with a customer? The answer is that most of this will become automatic after you have been doing it for a while and you won't even know you are doing it. If you start out with the basics before you move onto the advanced techniques you will be just fine. In fact, you will be streets ahead of most of the sales people out there! There may be some...



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