



<b>Touchdown</b>	Trim size:	5.25" x 8" - Trade Paperback
<b>Eight Key Factors to Score a</b>	Page Count:	104
<b>Touchdown in Selling</b>	ISBN:	1448612349
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### Who must read and practice Eight Key Factors to Score Touchdown in Selling?

For everyone who is engaged in the professional selling of a product and service in any sector, including Pharmaceutical Sales, Financial consultants, Stock brokers, Software and hardware sales, and retail sales. Even doctors, lawyers, and politicians are selling their services. *Touchdown* can help sell effectively to your customers and clients.

### Score a Touchdown by Practicing Fundamentals of Selling

- Master Product Knowledge
- Recognize Customers Needs

- Practice Selling Skills
- Execute Marketing Plans
- Flawless Execution
- Sales Mantra
- Fifteen *Touchdown* Platinum Rules

### Touchdown Provides Game Plan to Sales Success

- Learn and improve your knowledge and skills of Sales Process
- Increase sales in your territory or business
- Achieve sales goals and earn recognition, awards and financial rewards from your company
- Improve revenues and profits for your business and companies

### AUTHOR BIO

D.N. Chadha, B.A., M.A., shares his knowledge, expertise, and experience in direct sales and sales management over a period of 30 years in both established and start-up companies. He has successfully executed the eight key factors he recommends by working in the trenches with his customers and sales representatives. He will take the readers through all the important phase of selling and train them to become professional salespersons. . Six ways to sell during tough economic times D.N. Chadha coaches six ways to adjust and change strategies to sell during an economic downturn. Selling is like professional sports as it is based on performance. Twelve examples similar to football have been cited in the book.



*Touchdown: Eight Key Factors to Score a Touchdown in Selling* is available for sale online at Amazon.com and other channels .You can order *Touchdown* by clicking the link:

- <https://wwwcreatespace.com/3387898>
- <http://www.amazon.com/Touchdown-Salesperson-D-N-Chadha/dp/1448612349/dnchdaha..com>

*Touchdown-Eight Key Factors to Score Touchdowns* is also available on my Facebook page.