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Sales EQ arms salespeople and sales leaders with the tools to identify their most important sales specific emotional intelligence developmental needs along with strategies, techniques, and frameworks for reaching ultra-high performance and earnings, regardless of sales process, industry, deal complexity, role (inside or outside), product or service (B2B or B2C).

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The new ultra-high sales performers blow away sales quotas by creating emotionally satisfying experiences for their buyers. In this game-changing

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guidebook to the next evolution of selling, you acquire psychological strategies for leveraging human behavior frameworks, heuristics, and cognitive biases to influence buying behaviors.

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His observation is that “ buyers are starved for human interaction ” so knowing that, a salesperson with high EQ can better manage the sales conversation, the emotions of both the buyer and themselves, and thereby increase the probability for closing the deal.

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As an admitted fan of Jeb Blount it was with great anticipation that I read through Jeb's eighth sales book - Sales EQ: How Ultra High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal. And I was richly rewarded for my effort. I love this book.

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