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MBS

**Closing methodology
based on NLP**

NBS

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Introduccion

I am writing this book because there are many methods on the market to improve business and improve profits and business. They are certainly worth the investment time to read books, but I want to single out professional terms and put them in this form so that readers can find themselves in all this. is a new method on the Internet that brings results and consists of several layers of methods that are popular on the Internet. The Internet is a place where you can find a lot of useful things but it's just information and not real knowledge ,knowledge is acquired through books and learning every professional book has its own methods and its own views through this book I write about general views of internet marketing and mistakes made by business companies. This book consists of chronological parts from the beginning of product creation to product placement and product conclusion. The book is written in simple language and understandable words and methods you don't have to be an expert to understand the point of doing business this book has no poetic and The superfluous parts of the text of thought consist of simple parts and tips. All tips are broad-spectrum and cannot be categorized or fully linked to each situation, each

part of the text or chapter is created for itself and contains adequate solutions to existing problems. Practice and business is the best way to succeed in your idea, School does not bring practice Bill gates, Steve Jobs, Mark Zuckerber do not have college degrees all they have achieved is love and dedication to work because no one can evaluate your knowledge but your work and products can. One college degree is only used as a support on your chair to make you look taller than others.

You Need Select Smart Promotion to
Succeed

You may try to be succeed in your internet business but you fail. You invest large amounts of money in various internet services but you are still unsuccessful and your business suffers large financial expenses that exceed the income you generate. Many often make mistakes and do not use modern methods. It is true that today it is very difficult to reach potential customers via the Internet and that most website visitors are not interested in you and your products and services and think that there is no need to use your solutions. Many resort to spamming users by buying lists of email addresses and numbers phone to reach as many people as possible and in some way meet users and draw attention to your existence, this example is common in most businesses in the world. Many use Call services and call random people and offer them various products. This is another way of bad ideas .Many resort to global trends that are actually already used and have no effect after thousands of times of use. I would like to refer to some other methods of promotion that are quite popular and are less used in the business world, and therefore you are more easily noticed. Buying and selling online has several stages and more types of

customers and interested parties than 100% of customers 3% of customers on your site are your ideal customers, and such people will buy a product or service immediately. From 3-7% are customers who are interested in your products and services and all that such customers need is just a little more attention and a little more information .20% of customers are considering buying a product or service, But in the absence of money or other reasons , this customers buy another time.30% of interested buyers are undecided and think that they may not need such a product but will be happy to look at it and find out about it but will not take any action. Many companies most often come to such people and do not achieve business success and do not close the sale. 40% of people are the largest number and such people do not want to buy anything from you and do not want to hear anything from you .Through this text I will touch on online shopping because it is the main reason why the promotion can be positive or negative.The example of Thomas A. Edison, with less than three months of schooling, became the world's greatest inventor because he possessed a rare quality of self-promotion . More than 10,000

other inventors, many of whom were as capable as they were, we had never heard of them and never we will not hear about them, In Internet business you do not have to be the first you have to be better than others because your name says more than anything else, Trust from customers comes because they have heard of you or seen your logo or website your visual identity is important for your business and increase income. If a potential buyer asks you for more information about the results or how work this product or service in most cases it is clear what is happening you will not hear that person on phone again. You are not the only one and you have to react quickly everything that should be sent via email are payment instructions or links to payment processes. Of course not all scenarios black but through a couple of examples I will describe situations in which you need to respond adequately and in situations where you need to be fast. If you have already discussed the product or service and the customer is looking for some additional information, focus and ask the customer what exactly he wants which direct specifications he wants to know if the answer is accurate the buyer is potentially interested and it

is possible to close the sale if the buyer asks general and banal questions do not pay too much attention to such people because you can spend days communicating with such a person and not sell anything. Check if the potential buyer is ready for business today, if they have money with them and if they are ready to spend it with you. to be direct is that you cannot see someone's emotions but you can see their activities.

How to reach a larger number of customers.

Choose the best promotion for your business how to find a means to collect customers, Take for example anglers they can use a fishing rod to catch fish but this way is quite slow and uncertain and the results are very small to increased catch fishermen use nets and thus can catch much more Internet business can be compared to fishing you can use a rod and you can also use a net which can be that a symbolic network there are many methods with small medium and large enterprises depending on the type of business and size of the company you can use several methods of advertising , i will present one of the leading and more common method that is not so well known but is beginning to gain momentum, Youtube platform where you can act psychologically for

very little money this method is good for small and medium enterprises that can raise profits to the company and increase popularity, Sponsorships give great results people who have a large number of views or followers are a role model for these viewers for an audience of 10-30 years is quite a good influence of celebrities if you develop applications this is a good solution for business because you can reach a very large number of users, The recommendation for this type of advertising is to promote only digital product because you can respond adequately and quickly Banner advertising is not such a reliable support for success because we are all aware that ad blockers are increasingly killing paid ads and that the market is losing more than \$ 21 billion a year. Chapter 7 describes the possibility of advertising through banners and other digital promotions. Why choose this method, because this method has been developed for several years and contains a complete plan of work and monitoring of users in Chapters 21,22 are described some characteristics of this method of work and its results. I would focus on the four problems that companies do and what mistakes they make when advertising and preparing for a promotion. The

first is the frequent change of prices and products, confusing users and using bad graphics solutions makes a repulsive use of company services, Another reason is outdated graphic solutions of the website and similar distortion of the appearance can jeopardize the future sales of your products if the production methods are not at the level of users and visitors will not believe you and this will deter them from any desire to buy from you and even if you are very sure the company no one wants to put their data at risk and be left without it.

The third method is to use social networks as promotional pages. Social networks are for sharing media content and are also adapted for business sites, but on such sites you should not sell anything that can be edited by the owner of the site. standards used and large companies. The fourth item is a gallery of images with the price and the use of external payment processes. If you place products on your website they must meet sales standards today anyone can make their online store easily and simply but what the user sees is unprofessionalism in business. user psychology is moving in the direction of the trust of big companies like amazon, ebay, aliexpress

and so on. Attracting users to the website does not mean buying., cheap internet solutions give a bad image to the visitor, Avoiding the use of external payment processes is of great importance if you are selling physical products in such measures it is recommended to use the official steps of a payment process with direct credit or debit card entry, For digital products you can use standard payment processes because they allow a fast and efficient process of payment and receipt of money, Psychological thinking of users described in the text generally moves in two directions, Physical and digital payment of products or services, For more than 50\$ user wants to use world-proven payment processes or bank lines to transfer money, for amounts below 50\$ the user is willing to pay via standard payment processes, Paypal, Alipay, Skrill, Neteller. All these methods can be useful for business, but you need to be careful and professional. At each first sale, users do not trust the sellers and pay significantly less money because they do not trust the delivery of goods or refund.

Through this topic, I described five new customers and four methods of poor promotion and nine methods that can benefit small and

medium enterprises. Each method has its own qualities when choosing a promotion, perform a detailed analysis and select your target group for advertising. The more precisely you choose the group of people who are desirable for your business, the greater the chance of success. I would suggest several useful tools that show the real state of the market. ads is a tool where you can see and target groups of people who suit you according to twitter statistics you can see the number of people in a particular area who are potentially interested in you I would add Google adwords and Google trends that do analysis for your business.

Seek advice from people who will tell you the truth about themselves, even if it hurts to hear it. A simple compliment will not bring the improvement you need.

Smart Graphics and Design Solutions

Modern methods of graphic solutions help companies to increase sales or improve old business. Color psychology and layout of text or logos are very important for quick recognition. Most companies use simple black or gray logos with a white background and thus gain great popularity and attention of users. Showing and presenting the company is a very effective way to introduce as many people as possible to your business in this text I will reveal to you the secret of this success and phenomenon is actually a very complex psychological thinking but also a very simple technique and idea. It builds and advertises a lot and we are surrounded by an explosion of colors and all this creates fatigue and confusion in the human mind and because people are repulsed by standard commercials with lots of images and text. Logo should be a psychological therapy for users. I would also like to refer to a website that is also crucial for your business, psychological layout and simple font rejects your site from other sites. Spend a lot of time on such sites because of this minimalist and tailored site in such cases I suggest adding a new tab on the website as well as adding music to increase the quality and comfort of site visitors standards in

site development must meet high quality images and services everything must be chronologically arranged and arranged in clear and visible places, it would be good to mark the pages with some icons or visual models of that service, which helps users a lot in navigating. Changing the text with icons or visual models will increase the quality of the site for two psychological reasons. we pay less attention to unimportant things and the text is read less and less difficult to notice if you have seven pages marked with text it is much harder to find a suitable page because the brain needs much more time to process reading information. Reading and writing is one of the most complicated functions in the human brain. Synonyms or pictures are much better solutions for presentation, because if you put the letter i or @, it immediately associates you with information or email. This method is much easier to create. The second reason is the psychology of colors. Colors know how to be useful, they know how to have a calming effect on users, but they also know how to irritate users in two situations. I will describe solutions to such problems. Each color has its meaning and its energy red irritates and dota is strong yellow or dark blue has a

calming effect the background of the site is an important factor in the presentation eyes black color is not aggressive for users and it rests the eyes, your site gets a premium look and is more attractive to users and you all the time users will stay on it.

if you are designing a logo, try to find out what the background of the site on which you are advertising is confusing, because the site is of various types and has a lot of colors and your logo is of the same constitution. Your logo will not be seen. simple and monochrome because that way you get attention.

Banner Ads

The method of advertising on the Internet requires a large amount of money why it is good to focus on effective goals and planned advertising advertising with banners is not an ideal solution today there are various blockers that hide your ads, this method is simply overcome to see your ads if you adjust your settings badly when advertising you will waste money many big companies make a living from advertising but they don't really give any efficiency you need a lot of money for people to understand that you exist and such methods can be characterized as aggressive in the face of your customers because in this way you give a bad image of yourself why you have not noticed a famous brand of watches in places like this precisely because companies make money and do not make money banners are sometimes bottomless holes you lose money if you do not know where your place is the key to advertising is to convey the promotion of your product this theory and yes and somewhat accurate but more focus should be placed on the psychological share that will tell you I have to buy it the goal of every ad is to sell the product but if you sell it badly who will actually buy it. Banner sizes can play a

role, but the environment is also important, as well as how noticeable your banners are if you have a confusing page. always use methods that will give you and not take away your visibility but what is visible to you is not for others you are working to captivate with your offer you are working to stimulate the emotions of users to go to your website. Social networks and boost post is one from very bad ideas because you practically only pump reviews but not the interest of a lot of younger people use social networks and such axes are not interested in you market what it needs, play tactical advertising on various sites individual ads can ruin your budget because prices are high and the efficiency is minimal if you advertise somewhere it means that you will be shown only in one place and that you will be seen by a very small number of people because these visitors come for some other purpose and any disturbance of their thoughts gives a bad picture or even ignores your work. when you clicked on a good ad what thrilled you with that ad what is the moment that told you I have to have it when realize that it was a long time ago or even never then you are on the right track to realize that 90% of the market thinks the same

way, there is a very small percentage that will tell you that it has clicked on some good ads.

Advertise where related jobs or topics are offered much better for much less money place the right food on the market in the right place if you use the right methods investing in digital banner advertising will give you popularity and limited trust. This method is not quite ideal but with the best efforts can show results in work.

Psychology of visual marketing

Visual solution is sometimes not enough for users to click on your ads or do some action visual marketing is more than that there is a special impact on the user who leaves a perfectly complex ad or website. Through the text I will focus on three types of visual solutions that will show you how improve your business in this direction. The first method is the banner method, I address this method in this way because most of the presentations that are placed on the Internet are of a similar type and do not make much difference, as I like to say. If you try, you will not be able to reach and function your banner or your presentation like a work of art, everyone will see their vision of your product, but very few people will pay 100% attention to your advertising. What to do in such a situation. places and congresses where you will speak publicly about your product and in addition you will be reminded people on your existence because the presentation only makes sense if someone already knows what you do many sports shoe companies for this type of advertising focus on the product and the story of the product and the logo serves only as a synonym for bringing new users.

Trends

Trends today are a means to quickly gather an audience or customers, but in fact the fact of bad business lies much deeper than you can see. Trends cost a lot and are quite difficult to achieve. This method brings money and results to large companies trends are actually uninformed at the core and the creators' goal achieved trends are just completed projects that lasted and all the exact details of that trend you can't see the creators themselves keep it a trade secret, you can see a popular building but you can't know the exact measurements or the exact materials There are two types of trends: natural random and artificial business. Natural trends come with the advent of modern technology and proven technical solutions. A larger group of like-minded people is created, such as general tastes about beauty or visual style or function. Many use such solutions that are not closed and can be easily created. such phenomena occur in very small measures and are quite weak and rare. Artificial business trends are much more frequent and stronger than natural ones because a lot of ideas are financed and a trend is created. Such methods cost millions and are quite complicated to perform and sometimes not so successful. They

usually break with a very big jump and after a long more stable growth. there is a decline as long as a product is financed it stays in trend copying such methods can cost you a lot of losses, small and medium enterprises should focus on creating their own idea of a trend and place it in a local city or town. Trends can be graphic type or technical. graphic types are much broader to develop and much freer and often very cheap to develop, using the local environment can be used to create a trend. Technical trends can refer to certain functions in applications or some features on websites. Simply be the initiator of a trend, why it is a trend to buy a new model of mobile phone every year or why it is a trend to buy new goods for the holidays every year, all these are well-founded marketing tricks that you can manipulate people with. A trend is something that should present you through your work at some point, the trend is just a good result with customers because you hit some general impression or because you made psychological people believe it was the best. Most trends are created for better recognition and sells better how many times have you put something that is trendy or most used on a website. People unconsciously

behave the same when they are in a group where everyone thinks the same way and the individual is affected unconsciously. Web trends can be good and bad. Through the text I will explain some techniques and methods that you need to manage and not those with you. The first method is Copy Movement this method is very good physically but can also be used in internet technology in a slightly different way to gain trust and start creating a trend. How copy movement works very easily when you sit with a customer or customer face to face try in an inconspicuous way to copy her moves and way and a half body painting in this way you connect with your customer and in that way they trust you more, simply pick up their gestures hand movements legs and lava as well as eyes and imitate them in the world of nature this technique is much more visible when some animals simulate others so as not to being attacked or to reach prey in human psychology is quite a similar thing but our goal is trust and trend building. The trend is created in small circles of people these are the people who constantly buy from you and they trust you because you behave like them as their household with this technique is easier to learn and create

something new if you have a worker who is similar in age to your customer and are of the same sex, such methods can increase sales. When hiring, choose several groups of people at least four groups per year. First 18-28, Second 28-37, Third 37-45. Fourth from 45-57. Young people are subject to trends and the use of new ones while older people only copy younger ones and have no basis for the trend they buy only because it is cool. The first target is the younger population if children place a new model as something in trend. There is a very good chance that older people will start using similar phones or cank the same. The trend involves much more in the creation and planning. The definition of the trend is "Aspiration, tendency. Development trend. General preference. " Trend is not just a word you will write a trend is much more than never use this word in sales or in visible places on the website or on some banners, texts or ads why as I wrote in the above text you can never evaluate yourself and what is for you a trend for trugs is not and it looks bad in the eyes of others let users create their own opinion whether something is a trend or not in the first article I talked about good marketing and good

advertising use that article and pay people to carry you the trend of your creation or you pay for the service and be a sponsor it is a good advertisement for you and for your sale instagram, facebook, twitter, pinterest all these are places in digital format where people will see your products or services find people who want to shit and say your services is not nothing difficult and nothing expensive a banner on the site can cost you hundreds of dollars a month and you have not achieved anything let your fans carry more of what you offer because in that way a trend is created and not some expensive promotion that no one wants to watch.

Sharing marketing.

One of the most powerful tools for work is sharing marketing, encourage others to talk about you and your services and products. How to achieve such results with several methods you can achieve the above. energy, The number of people who follow you is very important because you can expect that over 10% of these people will share your work with others but it is a very small part of people what to do simply enter customers reward them with some of your product or service you will make them happy and you will bring yourself a higher percentage of new customers in this case you will get + 40% to 70% more new followers and potential customers try to do your job well so that other potential customers can see the quality of your business and services. Another method is to encourage sharing content in exchange for a voucher or a voucher of -5% - 10%. This can result in a higher income but a medium purchase of 20% will also take advantage of such benefits.

Email marketing

One of the most controversial topics is email marketing why many ask the first chapter describes some bad methods that you should not use, why email marketing is an important part of the business and also the most risky for your users. Many make mistakes when writing emails and sending spam to many emails of clients most of this post remains unread or simply unopened or deleted why someone wants to read your post if it is average information or offer of the day we live in a world where we swim in such emails and offers how to write an email without reading it a few examples I will show you how to write and how to achieve readability The first thing you need to notice the behavior of the user is what he is buying, what he is looking for and what he is interested in Tracking the user is a pretty good method to work every step of the customer you have to follow when the customer buys you the first pro excerpt you offer him the option that through email he can get some additional benefits at the start do not send spam to your offer but use some other methods of promoting cheap products and giving coupons if you do not have cheap products offer them product testing at a discount. Communication must be focused on

solving a person's problem and not on sales
various services contact their customers and use
superficial interest in the person as soon as you
get a post in the inbox mostly it's a specified
subtitle offer or similar this method is bad
additional text that is not focused on you or your
product, the alternative is just the name of the
company. Spice the text you write in addition to
the standard in communication with a
recognizable writing style and let all workers use
this method of work. sell because you want to be
nice to the benefit You raise it to a certain level in
order to sell the product. The user's mistrust
causes a bad decision not to read your email. The
goal and key of the email must be short with as
many pictures and details of personal use. focus
on revisiting the customer in your store or shop
give the customer time and call him at the right
time the best time to visit and test is Saturday.

Closing a Sale and Make New

If you want to convince your customers to buy more from you, in this text I will teach you a simple technique but also a very powerful sales technique. This technique imposes your goal and work already contributes to the way of selling. more, for example we will take you to sell a product or service if you have only one option if someone is looking at that offer all they can think about is whether to buy or not to buy. People are focused on one price that is average but higher or lower than their income and thus make a judgment about what is seen, but if you give them three offers a, b, c for the product (a) will go 60% for (b) will go 30% and for (c) will go 10% of the desire to buy (c) the option plays only the psychological role of something unattainable (a) the option plays the role of the cheapest goods without additional benefits and (b) the option is the right answer to sell no one wants to turn out a bad buyer or buy bad the best offer is the one with which you get 70% of that what is in the product (c). Through the previous texts I mentioned n eke methods about closing sales but through this text I will show detailed things and

techniques of closing sales. How to close sales is a very complex topic and much more important is why people do not buy from me because by solving this problem you can focus on higher sales elimination of unnecessary problems in sales will increase your sales. the first reason why people don't buy from you is no need people won't buy something right away if you jump in front of their eyes and promote something they are not interested in this way you reduce trust and jeopardize your company's business. The solution to this problem is good advertising and good marketing people have to come to you and that way you will know if someone really needs your product. Another reason is no desire people have no need or desire to buy something if they don't need it their goal is something else a new car or a new one shoes have a lot of influence on their needs how to create a desire for the user to buy from you. Desires are an integral part of us and they exist in us just use all the available information you learn to create the foundation of the sale you don't have to be persistent you have to solve their problem that they don't consider so important at the moment. The goal of an action or sale is not to sell immediately at any price, but to

tactically invest in the psychological change of the customer's consciousness, use the user's email address and offer that offer in a shorter time for an even lower price, when the time starts to run, start sending messages with a higher price. extra offers price reduction only for them but don't tell them show them in the email. The biggest and main reason for not closing a sale is no money, if they don't have money at the moment then they consider your product insignificant. Each person has their own value judgment and investing as much as I receive is worth something but that is just their point of view. If you have more money you have more desires and give larger sums for higher value, the values in sales are clearer to you Average people do not have such thoughts and are often prone to mistrust and poor shopping. The last reason someone doesn't buy is they don't trust you and your products and your business history. One of the best ways to regain trust is the impressions and opinions of other people. everything is the comment of the person who bought that way, many customers will behave the same and they will comment and listen to other customers. For example, I will show you human psychology in sales if you see a half-empty shelf

with a certain product and the same product with another label and the manufacturer, but this shelf is not touched and all the products are filled, which side will you take, so certainly from this half emptied because someone has already bought that product and therefore you will be led to the masses because if the answer avecini why not fit me too.

Video and Audio Marketing

Video and Audio Marketing are methods with which you can easily reach as many audiences and trust as possible in the article You Need Select Smart Promotion to Succeed. The power of visual and audio presentation. If a picture speaks a thousand words as much as one video speaks. This method is accurate in today's world. All these for easier obtaining of information. Video presentations are the most modern methods for showing a large part of the audience. most subconsciously set the standards of society as a norm like a trend. When television appeared, everyone wanted to have television, this development of technology has led to the mass spread of advertising and psychological control of the masses. Video transmission is a strong emotional consolation for many as human beings we have a need to share feelings with others. Video transmission we share our feelings facial movements and our behavior to a wider audience in this way we can influence users and viewers. Methods that badly affect the image of the product are those methods that are often seen in other presentations such as interviews of customers or users of your products or services.

Using a lot of text in the foreground or creating cartoon animations. The goal of advertising is to raise awareness to sell your product all you need is to emphasize the prestige and uniqueness of what you do. Psychological desire creation in the user comes primarily when watching video material you promotional video material should be interesting and to interest the audience many use cheap means or incomprehensible methods for users who look stupid or pointless at the promotion. I will describe the methods you can pay attention to when creating a video promotion. Primarily video should attract enthusiasts and people who are willing to watch you it is a very small number of people what is important in creating a video promotion is the point and purpose of video promotion what do you want to and What is the motive and desire that your advertisement should awaken? Another method of seeing is a good and sharp voice that is very clear and accurate and understandable to read, and which is a unique voice that instills confidence if you speak with attitude and trust. if you do not speak in this way people will not look at you will automatically extinguish the senses of servants and interests if you have a clear and direct

advertisement it can be a trigger for interest in the section trends I described following trends and in this case the same rules apply new and interesting because what is the point if someone makes the same ad for a car if such an ad already exists or if someone advertises for an hour every other video will be the same following trends kills creativity and creating new ones maybe you have your own style and follow some standards when making but do not look at things right as they are, use some things and methods that are contrary to the standards with which they are presented.

Audio material must meet similar methods and effects that will attract the listener's attention.

Background music is a great thing and quite rare on today's sites, which is a good basis for use in today's sites or some social platforms. Auto play is an integral part of an audio work. is the only way for people to listen to light music and quality voice that safely presents and places to listeners.

Psychological action on the user with an audio presentation with a background audio presentation you can control users to do what you want more information or some gifts simply your content must be generally fun and simple. It is true that it is difficult to guess people's taste today but

there are some norms that are visible today and generally known act on emotions this is a great method to sell both video and for audio. Sex sale this method is a perfect match for any type of advertising and presentations but not related to sexual harassment or product promotion presented by a scantily clad woman such methods are very bad and lead nowhere it is easy for users to be ashamed to look at such things especially when they are in society this method refers to mental well-being or mental orgasm or a state of the brain in which the brain feels safe, satisfied, filled, inspired, creative, excited, calm. This method can be performed first in a physical environment but it is not often that it can be performed in digital format, you do not have to be rude or rude to perform this method it is completely natural useful for people.

Social Media Marketing

Audio material must meet similar methods and effects that will attract the listener's attention. Background music is a great thing and quite rare on today's sites, which is a good basis for use in today's sites or some social platforms. Auto play is an integral part of an audio work. is the only way for people to listen to light music and quality voice that safely presents and places to listeners. Psychological action on the user with an audio presentation with a background audio presentation you can control users to do what you want more information or some gifts simply your content must be generally fun and simple. It is true that it is difficult to guess people's taste today but there are some norms that are visible today and generally known act on emotions this is a great method to sell both video and for audio. Sex sale this method is a perfect match for any type of advertising and presentations but not related to sexual harassment or product promotion presented by a scantily clad woman such methods are very bad and lead nowhere it is easy for users to be ashamed to look at such things especially when they are in society this method refers to mental well-being or mental orgasm or a state of the brain in which the brain feels safe, satisfied,

filled, inspired, creative, excited, calm. This method can be performed first in a physical environment but it is not often that it can be performed in digital format, you do not have to be rude or rude to perform this method it is completely natural useful for people. The second method is to join groups and comment on their posts, thus diverting attention to something secondary, but you get attention because you can see who is posting and it will be interesting for those creators to talk to you. The third method is direct cooperation in the form of sponsorship or some reward. this way you create share marketing where you pay users to comment and post content about you this method is quite effective in spreading content and increasing popularity. Social code or network code is designed to place certain content and it is very difficult to determine the algorithm currently on google network changes its search algorithm twice a day so it puts you in an awkward position through the text I will look at some social services that you can use in a certain way to increase public attention. Twitter is a network of fast news so you can not write much there are two posting options to have only ten posts per page

and to write and delete them when they expire because that way users will not wander much and get adequate information the second method is standard writing posts with additional serifs that can bring you popularity and followers content of any type is considered garbage and superfluous very few people will really read you I went through many pages and many companies and startups and many of them are in poor condition, poor optimization and poor commitment creates a bad image of the company on social networks, you are just a twitter number, places new content or spam, if you have followers, it will be sent but not shit or liked. Facebook network for all people today everyone has facebook but what is the problem is that you are very little visible on that network take for example two billion people in one place and choose a random person, this search just happens every days you are looking for one you are getting another users cannot get clear and concrete data in the shortest possible time one option is to bra optimization and the second method is paid advertising for a particular post in some situations this method can be useful and in others it can cost you a lot of money and do nothing. On the Internet there are various

methods for creating content on facebook which can then be active. Linekd in quite a business network that does not create a lot of users but builds a business goal and finds new workers, creators, like-minded people, business partners. On this network put content of different composition and promotion because it psychologically affects others. Create content if you write content on some network would not be correct to paste such content and on another network sometimes it is necessary to put different content or text content in a slightly different form to attract users. People who follow you on one page are not of the same mentality and view as the group following you on the first network what people want to watch.

Live Support Center Solution

Live Support solution you have to choose now improve your marketing business through this type of business. Why use this type of communication. I see this method as a very powerful and powerful tool for your business system that works for you. These methods often cost a lot of money but are very useful for your visitors if you work with customers it is crucial that you contact them as soon as possible and start communicating with them live chat allows you and more than that in fact it can work even when you are nothing on the server in chat settings you can set boot options that can help customers find their way more easily. With this method you also save some money because you avoid typing general questions that are asked on the site not only does not look good but also distorts the appearance of the site people do not want to ask a question when they can to set it so you can use boots for the site. Contact team I saw a lot of bad solutions that simply hide the contact us option and you pass the desire to buy anything because the developer was lazy to point out the important things on the site poor optimization and use of retarders on the site are a waste of time and often know how to annoy users and you do not

gain but only accumulate costs effective method
of work is direct contact live live product product
what most sites need is a good assistant who can
respond to a large number of visitors quickly and
efficiently.

Free Testing and Free Service

The key part of internet marketing is free services or products today everyone wants to try something good, premium services are a very good indicator of how people react to your services you have to impress your customers and create a desire to buy unfortunately today digital products are not priced unless are not in trend as I have already written on this topic people pay more for a physical product than for a digital one because many believe that something virtual is free and there is no need to pay extra to get something that already exists economic profit if you set yourself up as a company on a level and that has a good product for you, the customer will buy it, many make mistakes with this method because they sell averagely expensive software or some other digital products and there are a number of similar solutions. you are not the only one and you have to fight with competitors give it for free. If it is free do it z find that the goods have no price so there are certain accuracy in this because if you give each user something for free to use automatically after downloading you automatically reduce the value of the product. I will explain this through an example if a child can get a quality product from a shelf it means that

other products are at his fingertips and everything he can catch with his hand is his goal and has no value for him, but if a special product is on a very high shelf and his father that product means that for him that goal is unattainable and he sees this product as something very good and it gives him added value because he is not the one who will get it but he has his father's assistant who will take the product away from him it is similar with digital products if you use standard trial periods for testing there are great chances that the user will not take any action after the expiration of the premium period, but if you put yourself in front of him as an authority he will ask you for help to get to that goal and bought you a product. Many use NLP methods to improve their sales every suggestion or word you have can influence other people and put you in a good or bad position.

First Step in Salesmanship

The first step in selling how to sell and not be sold why your product or service is the best on the internet how to actually open a sale there are two options you can use the first option is one on one and the second option is one in a thousand. One on one option if you start from These methods will be much harder for you to start because you rely only on that one person and expect him to buy something from you that puts you in an awkward position. The expert recommendation is to start at a high level. chances are high that you will make more profit and you don't have to wait for neo to come to you and buy something but focus on the wide audience you are targeting that's what will boost your popularity and buying a product or service it's just a way to start earning and to sustain such financial resources large and well-known companies work precisely this method does not focus on individual sales but on a large audience this d the other method is much better than the first because it provides a more stable and higher earnings and may cost more to promote, but it is a good way to promote yourself and make money. The first step must be a stable step and to serve as a support in walking if you did not stand well

with the first foot you will not be able to the second. The next move is a fall and no one wants a smart investment and sales planning must introduce you to the market to customers it all starts with small earnings and profits unfortunately you first have to learn to lose to make money but as in any business there are various methods to create and accumulate money as a start and if you do not have enough money start selling products and services to your friends and acquaintances people with what you do do not go too far in business because the people around you believe you and they are a good start for you do it as a hobby when you gain enough experience and money invest wisely and start a business with a bigger goal set yourself a table how much people you want to master in one year how much you earn goal through one table I will show you how to easily earn a million dollars with a modest their income and you will actually see how achievable that figure is and how it is nothing big. Start from the beginning work one in ten serve ten friends or acquaintances sell them your services or services it will bring you earnings from one hundred to a thousand dollars then go on sale one to look for friends friends

connect with people of your friends and try to sell to such people when you get a hundred sales it will bring you an income of one thousand to ten thousand dollars with this money go to the complaint of your product or service per thousand people focus on selling five hundred to a thousand times a product or service it will bring you a new serious income of ten to one hundred thousands of dollars with a hundred thousand dollars you can create an event conference work your small company in the wider area of the city and invite as many people as possible from five thousand to ten thousand such a promotion can help you start with five hundred thousand to a million dollars with this money continue to build your brand and your career. Many will say that this is just a theory and the best scam that could be written, but in fact it is that the beginning is only the hardest and that you are not interested enough in your work and your career, everyone wants easy money, but it does not exist and is hard to find when the world would work that way everyone would be rich, if it is easier for you to work eight hours in a company for little money then you are on the wrong path and not reading the right book for you but if you are a visionary

and want more but have no idea where to start then read the right thing for you mostly this book is intended for a younger population for people who do not understand the vision of rich people enthusiasm and progress in work if you are molded in your life and have one goal to live and work for others then know that your efforts will be used against you appreciate what you can do if you know you are better than others if you hear positive news about you can't sell your time and also for little money why fail in life when you can do what you love and where people and customers will respect you the goal of this text is not only money and gaining wealth money does not buy happiness but work and the satisfaction you give customers the positive energy of your work should be reflected on customers and products or services Sales should contain a vision of what most people think and value, we change our time for money and money for the more valuable we have, the more powerful we are. A smart investment in products or services makes us richer both physically and mentally. what people want to create what is recognizable in you and your products do not make something that has no potential and or j already designed sales must be

effective if the product and exhibition is out of place and the product will go bad. You can create the best product in the world but if you have a bad presentation the product will fail the sale depends on the marketing and the customer how to approach the customer and how to sell him.

E-Commerce

Online sales are a place where you can get customers but even lose the first problem that occurs in sales is payment payment processors are mostly available in the market and offer solutions for every website owner many sites have several payment processors but that puts you in pretty awkward situation because maybe some user uses another payment process and therefore is not interested in opening new payment processors. internet and trust drops no one wants to buy if it is compromised somewhere what is the solution for you many will say bank transfers or external services. These methods are somewhat correct but if you have cheaper products in your market use a mobile phone to pay Product Medium products can be paid by external payment processes if but pay or pay pal. Payment methods vary from site to site you work to include as many users as possible. Another problem is the design of the site must meet visual standards and functionality trust from customers does not come so easily there is a growing number of scams on the Internet and people are careful where they leave their data why large companies grow such as Amazon, Aliexpress and so on precisely because of trust you get a chain of customers that increases if

every next customer is satisfied with the service and purchase then you have a successful business that your customers build progress is obvious do your best to create standards that can serve you for successful business. The third problem is the delivery of goods people like free delivery and that is a fact but if you offer them a much higher speed of delivery for a little more money it will be very useful to them most people like something for free because it goes with the product use more types of transfers of goods with different prices try to find as many services for delivery of goods in the world because that way you save yourself both time and money the courier service will do the job for you for a fee. If your products are digital format try to automate your system with each purchase create a system that will generate a new product or activation key so that the user can automatically download your paid product or service. If you work with different types of services that cannot be downloaded and performed by your team try to inform the customer as soon as possible that his payment has been confirmed and that he can use certain services in certain locations or places.

Product and Technical Writing

Quite a short topic but I decided to write it because many sites avoid writing all the technical indications of a product, How many times have you found a poorly painted product or a product that does not have all the specifications written many consider it a standard for people to know what to buy have a sufficient number of images and that way they can present their product poor quality and carry written specifications make the product less popular what is important in the promotion of your products is a good image well presented product in the highest resolution many sites offer standard search five with ten this method is not bad but most people use it I suggest one out of five because that way you combine products and offer users an offer that is similar and users will find it easier to see and select a product on the search page use as large images as possible with very little text or even no text when enter the product page using specifications that are clearly visible and that can fill p anicu font is very important mostly it is a good classic font with soft lines that is easy to read and which is gray or black product images should be in the foreground at the beginning of the page and it is useful to have a slide show and below that in one

cube all kinds of images from that gallery methods and product distribution is very important because what you do is your product and service use modern methods to impress your users. I will introduce you to three types of people affected by bad visual and technical things. The first group of people is a disinterested group of people because they will see what passes them by and go to another seller, so you lose sales, the other kind of people are dissatisfied because they did not get enough information and thus burden you with additional questions and confusion the third group is dissatisfied they will not waste time for you but will find another company that will give them what they need.

Web Desing

Web design is a key part of any website, what impression do you leave, what is your identity, what is it that represents you? Visual creativity that brings progress, why be the best, many business owners pay to have their website done and thus have nothing to put on the site products mostly such designs are bad taste the creator of the site can do much more than what you want his vision is not yours so create what you think is good check the competition how it works and what they have a vision a website is fifty percent of your promotion you don't have to spend a lot of money on various advertisements already your site speaks about you functionality and appearance are very important in making the site a simple and minimalist look will give your site a premium look and users will remember you and will find it easier on the site the less information the bigger are chances to be more visible, the choice of information is very crucial if you have more pages on the site instead of text use images for certain pages because that way the images will be easier to notice and synonyms for certain things will be easier to notice. The design of images and backgrounds is crucial for your work, use high-resolution images as much as possible to

emphasize details, do not skimp on the quality of workmanship. First impression is crucial in work. Leave your customers breathless. Indicate to them with your design that you are the best. good at business so because marketing is the key thing in promoting something that causes excitement and viewership a premium feeling that lets you know that the visit to the site itself is an act of privilege and uniqueness as a user special VIP places for users who have premium access to special classification pages and sorting users helps you improve the business of your company services are a key part of the site itself because you present your work through the site if the site is bad or outdated it gives you a bad image look at the level of some famous sites every detail must be observed when building the site. If you are a company that works on the internet and has its creators and developers then you are safe but better acquainted with the technology and with the work and thinking of users you aim to satisfy the user with visual style and functionality because your job depends on it pay marketing experts who will help you improve your site and change it from time to time changing pages or layout is not often bad because it can lead to

increased profit of the action or some benefits can lead to visitors coming to the site and getting acquainted with your new services do not use pop up ads or notifications because they look distasteful and bother users because not everyone is the same, if we take for example, that you have to enter the site several times during the day and that every time an ad pops up with an action, the user automatically gets annoyed and becomes aggressive on your site, that is not the goal, do not anger your visitors. The site must meet the standards that will provide and bring users and not distract from you plan your moves the internet is a place where you are not the only one. Designs you mean to be creative do not put what bothers you put what you consider a function improve your visual identity. Texts must not be offensive and long as short texts as possible and as large texts as possible will provide brief information about something and give cause for interest.

Closing a Sale and Make New

Close the sale on the Internet how to easily close the sale. If the preparation for achieving proximity is properly laid. The peak of the sale is only the end if the sale is properly prepared. In almost any case it is difficult to close the sale. Difficulties can be found in some part of the transaction peak. Before attempting to reach the climax, the master or salesman carefully prepares the method, step by step, through due attention to the following important details.

He made his opinion conducive to building trust, he precisely created the opinion of the product to ensure that the sale went to the benefit of the company. Above all, he created an opinion or perspective for the most logical motive for buying. which signify desire by object. Number three

avoid setting personal values or opinions.

There are thousands of sellers who can arouse interest, so do not wait but take steps to close the sale immediately. Remember that the weight and perseverance in this business is worth a lot of money

The following suggestions will help you, even an experienced salesperson, develop with customers.

Don't give up on your customer by engaging and working with customers to help you and others create the skills and quality your customers need. Your perspective must understand as you talk or try to sell a product. important to the user and what you offer is a big difference for the seller who dominates the mind of the user on this topic I have already written mind control is something that is a very useful thing in business.

Ask and answer yourself questions that users may come to think like a customer, never ask negative questions unless you are sure your customer knows them. In sales it pays to let dogs sleep don't be aggressive and aggressive learn to close sales easily way. Always assume that your prospect will sell the product, no matter what you do or say. If you weaken in this place, you will be beaten at the beginning, because your customer may be stronger than you mentally break the user mentally this is not about you mentally breaking the user and making him feel bad but affecting him that you have psychological advantage in your words cut other people's interests and incorporate your own you do not have to be progressive but tactful in working with users

implement what is important to them with a view and vision of modern thinking.

The impact of your company's thinking should dominate the conversation and in a subtle way to influence the user as an educational part a place where you can build and get acquainted with new methods of products or services is the right method to use and use in talking to users.

Masters of sales never give up for a moment and never show signs of failure, Do not be confident but convince others that it is best for them to play the card of psychology of thinking. No matter how smart the buyer is you can be trapped in order to weaken the seller .Some of them are quite smart in leading salespeople.Be looking for such tactics to be ready to successfully negotiate with opposition.

Most average salespeople make the mistake of trying to impress their customers with their knowledge. Similarly, there is a possibility that a seller can sell more than one seller. But all this is not so important, but focus on selling the right value of what will be used and what will be useful to the new owner.

Use the question method to encourage your prospects to commit to the vital points from

which you intend to build a sales presentation. Then, look at these points as your ideas! This is one of the most effective sales tactics, as a man will naturally support any statement he has made (or thinks he has made).

If your potential customer says he wants to consult with the banker or his lawyer, his wife or some knowledge whose opinion he is worth, congratulate him on his good judgment and his caution, and then immediately start instilling in his mind, through a tactical proposal, that while bankers know business with money, lawyers can understand the techniques of legislation, women and friends can be well informed and loyal, the fact remains that none of them can know as far as the goods they offer what you know. You have all the facts, while others are not, and are not able to take enough time or have enough interest to procure. Avoid putting your gaze to light, even though there is no reason to delay. When he makes that kind of alibi, hook him up and help him make the necessary thinking right here and there. Remember, the weight of persistence at this point is worth a ton of afterward.

The Master Strategy for Sell Anything.

Many books have been written on this one and they are all somewhat similar or slightly better than others but what I will show through this text is much more complex than what you read the sales strategy is nothing complicated nor does it require much knowledge, you need truth this text does not contain some extreme methods used by large companies that cost millions of dollars in their marketing. A simple strategy on the Internet to sell to anyone at any time. A sales artist you need to be predictable to start focus on promotion if the buyer is interested with e-mail or live chat short and simple answers will provide proof of product quality tell them why you are better than others what is the value of your goods they get sales are not always focused on money but a better focus on mental sales how to sell to a customer mentally product how to buy his brain this is a sales goal don't focus too much on product or service already in moments of happiness and joy when a customer buys that product connect her life with that product suggest what she can do when she owns what you are talking about create imagination in a person let her create a picture of what you present to her why car lovers dream of expensive cars and if

maybe they are not for them but it is the mental state in them that makes them happy “if I had an expensive car I would enjoy driving everywhere and I would show it to everyone I would be proud of it all my effort and work I would spend on it “.This is some thinking of the average buyer who wants to buy an expensive car, it is a value for him, plant values in the user, set some unattainable goals when selling the product. Do not misuse these words, but focus on selling the person what he can afford. place something bigger better and more expensive is a well-known method of three boxes, I will not describe it in detail, but it is a great method and is increasingly used sell a product create tables of people who behave similarly to the types of customers combine these statistics and you will be able to easily sell products or services.

Engage your team to research all kinds of people who visit your site and how they think, Dedicate yourself to the user to understand the person so you will understand your job and your work will be improved. Why it matters in sales you have to understand yourself and not convince others to buy something from you as a sales person who stands out from a product or service must know

the general values but also those unique and rare values of today's marketing methods are aggressive and unconvincingly shallow and vague very short. The sale does not have to happen at the very moment of the conversation but the mental sale has to happen at the moment of the conversation, sell the idea miaso goal that the buyer needs to reach. The sales master must learn to set requirements or chelindze for customers how to accept challenge. How to create a desire and a challenge for the customer you have to put the customer in a mental state like jumping from a plane or running through the jungle, adventurous debt full of adrenaline and desire to discover what is hidden is actually the key to success do not forget the physical condition and environment that can cause better sales if you are physically present with the person do your best to make your presentation material look perfect and in that spirit as a pose diana brochures business cards promotional material ambience light scents, sounds and tastes bring the customer into a mental state that precedes the sale when customers feel on all senses what you want to tell them then you will achieve real physical sales at any time.

Smart Reserch of Collected Data

How to develop your sales in the previous methods is described how to sell and how to reach the first customers, the next step is this collection of information most companies collect data from users but poorly analyze and process them do not allow to accumulate garbage from users daily conversations or calls with average questions already dedicate yourself to collecting detailed information from users such as: Date of birth, name and surname, place of residence, telephone number, number of family members, job, average income, average profit or rest of money, favorite color, favorite scent, favorite day of the year , free time or the hour in which he got to you. what relaxes him, what interests him, what are his goals. All these are some key things that can affect the next purchase how to use this information in the right way many companies send flyers or offers every month and the like but that's the wrong way, let's take the example of knowing that a customer consumes a perfume on average three times a week automatically you know When this perfume will be used up. Similarly, you can use data when working over the Internet, this is a very efficient method. The larger the database, the greater the chances that

you will do business more successfully. The use of personal data should not be compromised. As for data collection, everyone uses the data for statistical purposes, but do not misuse it for unfair income or illegal actions. Such data must be specially separated and strictly kept by employees. It is recommended that this data be issued to employees with a certain permit or request and then destroyed. and original files to remain in a confidential and strictly guarded place no one should disclose data or sell them to third parties because it would seriously undermine the trust of customers use everything you collect for personal purposes to improve business every word or desire of the user for something can help you create the image of the user as well as how to influence him Smart purchase how to search the database smartly simply set yourself a plan and tables enter data from the user and write what was bought and when it was bought and when the product should expire or be replaced if you have a service included try to visit the user for free and to check the correctness of the product or the quality of service short statistics as well as questions about the use and improvement of products or services are very welcome for you if

it is possible to invite the customer to the store give him a place to sit and provide him with something to offer offer him some questions which are short and which refer to the improvement of products or services, while you inspect and check the product or service you open the door to customers to leave additional information create interesting and educational content through short items that can teach users something. If they let them meet statistics over the internet the best way to do this is by writing skripta which is easy to climb and which has a lot of pictures or associations avoid a lot of questions and too long statistics as short and simple as seven to fifteen questions is best to use because users do not have the desire or time to waste reading your statistics and questions be effective and sort. Sort the collected information by time because that way you can see when someone bought something and when is the best opportunity for the next contact.

Master of Tracking Information.

How to become a master of information tracking. You don't have to follow to be a spy or finish spy schools to learn to follow information all that is needed in this business is skill and knowledge how to follow information, every day we encounter a lot of information at work in school in free time and everything that is It is necessary to collect this information and use it to improve yourself. Many remember when they were children that their grandmothers collected recipes in a book and when they wanted to make a recipe, they used information from it and everyone thought it was a treasure that has been collected for years and has a family value in a similar way you can work and create your own information booklet on the business plan and collect it for yourself or your business because in that way you build yourself and raise your value by listing some things you can collect in your book: Top Ten Smart Questions You Can Ask Customers, Top Ten Stupid Questions to Avoid During a Conversation, or and when starting a conversation, How to read a customer's thoughts, Psychological costs that will say yes, Where to stop communicating, How not to close sales, Premium business models, Business techniques,

Business alternatives, Modern business, types of customers. These are just some methods that can Another very important thing is to receive this information. If you have this information, use it in various ways. You can start by applying it in your business to certain products. How to improve the product and what can help the business to the product will be the main star of your work or the work of the company do your best to create the basics of a product through the text I will suggest one method that you can build or through change the method consists of eight items from the very beginning of the product to sell. shop and sell premium apps what the first thing you need to do is know how many people the potential is interested in something like that and how many other products already exist, the second step is the price of how much my product is better than others and at what price I will dominate the market, the third method is the quality of how much my product is better than others and what I offer better or more than others, the fourth method is accessibility as much as I am willing to adapt my business and my creation to others where customers can easily find my product where I can afford promotion and where I

can afford to pick up goods at how many attractive or visited places I can set up my products or services, the fifth method is a service for how much my team can respond to customer needs compared to other companies how much support my team has compared to others, The sixth method is marketing how can I do even better I promote my product and in what ways I can improve my promotions to be even better, the seventh method is a presentation where I can convince my customers that my p product The key and most important eighth method is to pay as easily as my customers can pay for what they want, how many payment processes I have and how quickly I can deliver the marketed goods or services. All of these methods are easy to use and can boost sales and improve information gathering. Keep track of information that may be useful to you because it can only give you more in life if you use it.

Statistic Management

Statistics the place of your success how to calculate your success, Statistics is very important for you work and improvement of your business how to create statistics for and how to improve it, start with software many use solutions that can be found on the Internet these places are practical and useful , a good and simple interface and the ability to share information with employees. A cheaper option are office packages where you can create your tables, whatever you choose you will not go much wrong. How to make a good table and statistics for your business business statistics, sales, consumption of goods, promotion .In addition to day-to-day responsibilities, your company must engage in long-term planning, develop new products or services, simplify production or delivery, and find new customers throughout the business. Statistics give managers more confidence in resolving uncertainties despite flooding available data smarter decisions and provide more stable leadership to staff who rely on them.

Focus on the big picture

Statistical analysis of a representative group of consumers can provide a reasonably accurate,

cost-effective snapshot of the market with faster and cheaper statistics than trying to list a very unique customer that a company could deal with. Statistics can also afford to lead by an unbiased market outlook, to avoid building a strategy on unnecessary assumptions.

Making connections

Statistics can indicate relationships. A review of the data can reveal relationships between two variables, such as specific sales offers and changes in revenue or dissatisfied customers and purchased products. over customer satisfaction, repeat purchases and subsequent sales volume. For example, a free gift with a purchase offer can increase sales from a discount. Statistics can provide objective goals with stand-alone figures, as well as solid evidence to support positions or provide a level of certainty in the direction of a company takeover. For example, you will find it easier to convince board members of the value of international expansion by providing data on the available market for products in a particular country. Break down demographic data, average income and competitive products in the country. Anyone involved in continuous improvement or quality assurance programs understands the need

for statistics. Statistics provide the means to measure and control production processes to reduce variations that lead to error or waste and ensure consistency throughout the process. This saves money by reducing the materials used to make or remake the product, as well as the materials lost due to overruns and waste, as well as the cost of complying with warranties due to insufficient products.

Don't let numbers do the management for you. Before using statistics, know exactly what to look for in the data. To understand what each statistical tool can and cannot measure, use several tools that complement each other. For example, do not rely solely on "average", such as the average score. It is also important to understand the width of the scatter using the standard deviation or which result was used by most people, by noticing the mode of operation. Finally, double check the statistics by reviewing, to make sure your analysis is accurate.

Scanning of Prospective Buyer

A potential customer list refers to a list created by investment bankers or business brokers after being hired by the company's owners to manage the company's sales process. When completed, the list of potential customers is usually presented and discussed with the client so that potential customers can be sorted in order, as well as determining whether to add others or remove them. Once completed, the consultant uses this list to encourage the marketing process by giving up to these potential customers to usually assess their interest. The main purpose is to generate enough interest for more customers to sign confidentiality agreements and to continue to explore the opportunity more deeply so that they can potentially send an expression of interest. Investment bankers typically build potential customer lists using their transaction databases and leveraging existing relationships. Transaction databases are particularly useful because they help advisors review the entire market and identify active customers with similar transactions that might be appropriate for the target. After the teaser and confidential memorandum is done, the advisor and his client further refine the potential customer list. At this

stage, advisors will not necessarily reject potential customers, but try to reach as many potential customers as possible. However, good advisors typically pre-qualify these customers based on suitability with the goal and their ability to complete the transaction based on their financial capabilities. Finally, the goal of advisors is to create competitive tension by approaching many customers and emphasizing significant interest in order to receive the best offer. However, the high interest resulting in a potentially high price must be balanced by the proposed transaction structure and the buyer's history of closing transactions quickly and smoothly. Therefore, a large list of potential customers can be useless if most customers have a low probability goal. A salesperson is better off with a shorter list with good, quality customers who can actually close the deal.

Leadership and Developing.

Simply put, leaders are responsible for developing talent in their organizations. Yet, although many acknowledge its importance, few people are in training and development to develop their people. Recently, a survey was published on the ability of leaders at a higher level to develop their employees. Research has shown that as leaders move into an organization, their ability to develop others is reduced - although they easily recognize necessity at every level. In fact, the responsibility for coaching and developing talent remains unfinished, while the expectations and context of leaders change. Research sheds light on a great gap in what everyone agrees on and that is one of the most important abilities of leaders: their ability to build talent.

The time a leader spends on improving himself and others is scarce, and urgent tasks tend to limit him. Leaders who are not disciplined in their priorities are prone to daily crises that hamper activities that are part of long-term investment in people. Focus on visible skills As leaders in senior positions, it is natural to feel they need to show strategic thinking, strong business acumen and effective asset and asset management - visible skills that attract people's attention. On the

other hand, the talent to build is less obvious and has a long-term payoff. Lack of a culture of development. One-on-one coaching can be a key fulfillment of a business plan and for this reason leaders are more likely to take the time to do so. But senior executives make the biggest impact when they differentiate between individual coaching and organizational coaching. Playful leaders can avoid these pitfalls. Many successful leaders wake up early to complete their personal tasks before the work day begins by focusing on their people, even taking 15 minutes to talk to everyone in their organization. Yet the Mind fails if it is not focused on the ability to learn.

”Leaders set an example of learning, which sometimes requires admission,“ I don’t know.

”She has these suggestions for leading leaders who want to create a culture of talent development:

Act as a role model. Be transparent about your need to learn and develop and share how you can do this. Embrace vulnerability: leaders are never more powerful than when they show learning. Enhance the value of learning. Go beyond the basic conversation about goals. Ask about what they want ---

achieve and what they feel their emptiness. When someone completes a task, celebrate the outcome and learning, especially if the task is not completed as smoothly as everyone would like. Build sustainable processes that will support development. Managers are expected to train and develop their people. In any case, everyone knows which areas need to be improved, and for those with particular potential, career careers have been developed that give them a sense of where they can get involved in the organization. Strengthen common values. Employees should be able to relate their daily tasks and responsibilities to the values in the organization. People need to understand why what matters to them. Use problems as opportunities for learning and development in the real world. What is an acceptable failure needs to be clarified and thus, by including squeezing tasks, employees can look for challenges where they can develop without feeling like mistakes that will bring them back to their careers or jeopardize their job. Learning organizations see problems as opportunities. Personally, I would like to solidify the culture of development on Forbes. I am a big believer in giving as much context as possible and when I

meet with my team members every month, one of my favorite questions to ask is "what have you learned recently?" When the whole organization agrees - from top to bottom - in "step up" roles, everyone learns and has the potential for high performance. I wonder how leaders at every level, based on their educational background, perform at this dimension. For example, are leaders with MBAs more or less inclined to coach and develop talent in their organizations? Wise advice wants to know.

New Ideas and Suggestions

How to create a new product and where to get ideas

no one can say the exact formula with certainty. Ideas are born when a person is written more than himself who is the person and role model you follow form your creation based on other people's thinking it is not necessary to copy other people's ideas and patents but create your own ideas get closer to the user experiment with small details on your website or your point of sale focus on colors and functionality so you can improve old ideas that are already known to customers well-known companies have lines of their recognizable products and improve them every year. How and why improve what already exists global trends and demand create an imaginary image and vision of creation that could be found in sales. draw funds and ideas from what you see, use nature and natural cycles so that you can always impress your customers. Art is a dream and creation of what will improve the business of the technical thing itself will not sell your product but create it On the other hand, what is incorrect and incorrect is not within the limits of standards that already exist, new creations and strange creations that captivate the eye, ordinary people do not

understand it at first, but if they see that other people buy it, they will get used to it. what is served to them are the little truths that customers impose market and demand but creators impose demand and it is up to you to find enthusiastic customers people who are willing to pay for your crazy creations. The first measure of creativity and success is to be crazy but not in sense mentally but creatively not to look at things as others see many famous chocolate companies would not be known if they did not invent some colors or synonyms for sweets people do not buy just because of what they see but because of what they want because of emotions you create emotion and primarily sell emotion that product what he is mentally after that comes the physical sale the buyer is ready to buy that creation if there is a good story what it aso cira on something he can really enjoy focus on that kind of thinking what my customer needs to think what desire I need to create in him to be successful.

Suggestions are the key to your success if you have suggestions from your customers you have their purchase just use what you hear create a user survey that will help users write in a short word what they would like to improve in this way you

improve your business that's what you need give some small things so that the user has the desire to buy something again give do your best to find out through conversation or sales what the customer thinks about you and what level of professionalism and creativity you have.

Suggestion by the seller is also important how to approach the buyer and how to suggest or actually open his eyes through a personal example I was convinced that sometimes the sellers really know how to sell the product and that it's really bad that what you think you shouldn't really use is very good and that the seller was right How to convince a customer of this one of the most successful examples is the trial period but sometimes it is not so easy to do this method but you can use instinct and measure for someone's taste the more information you get the better the chances of guessing what suits a person we lived without that device and we didn't need it but when the first commercial mobile phone was created we realized how much we can't do without it, but it's just a problem in thinking and controlling the mind what we really need suggestion is the key to convincing

customers sowing psychological seeds in the thinking of the people you are successful salesman.

Developing Mind

How to build yourself if you have problems with income then you have with skill something that is rare and unique your earnings will never grow if you do not grow mentally. Learn to communicate, learn to speak in public, learn to sell a product, learn to solve problems, all these methods will help you improve yourself focus on personal development mentally create your progress. How to unlock the capacity of your brain the human brain can contain over 100 terabytes of information which is enough to gather all the skills and techniques of marketing reading books is a key part of brain development if you do business follow and read reports of other people who do similar work read their thinking, the benefit of highly intelligent people is useful but if they are useless worthless in life I have met people who are well-read but have not created anything in life but only remember a head full of knowledge is not the key to success but it serves as a foundation on which to help others and earn income learn to sell your knowledge. is very important for better quality time, no matter how stupid this method sounds to you, there is truth in it, what actually happens in your body if you eat proteins and fats that can make you fat, your body

actually spends a lot of energy to process so much food that you don't need. it settles into fat deposits and you become fatter why rich people pay hundreds of dollars in expensive restaurants for a small piece of food that does not exceed a hundred grams, so because of digestibility and efficiency of the body to take enough energy as needed at a given time plan your meals use the energy you need don't be insatiable be precise and accurate don't use too big co sugar influence. Medical influence and television as well as cheap newspaper articles distract from your business goals focus on developing your skills in harmony with nature with what builds you use what you need work on doing your tasks in the shortest possible time The better the way you will help yourself and others. The mind is a place where there is enough space for what we call skill and smart thinking, teach yourself pay enough attention to work during the day focus on key items and skills that you will develop and learn during one week get adequate literature for your work consult with others about what others are using to improve themselves. The world around you already has money and talent and it is not easy to reach the top but with a

good plan you will be able to create what you want. Do not give up and seek the support of people who understand you and who will guide you plan your strategic moves and build yourself and others.

Green screen Promoter

Do not be a green screen promoter why build yourself the goal of any successful business lies in the fact that it is managed by an expert. Every company has a person who has a representative or marketing expert, if you do business online you have to make extremely difficult decisions The fact that you are not the only one on the Internet always puts you in an even more difficult position. Throughout the text I will describe some skills that you need to handle well. but this is the superficial point of view of the average owner, the goal and solutions are at every step in business is a slogan find out if you are not resourceful you can lose control of yourself and work unprofessional people often do these problems for every problem you have. Plan a and plan b will save you from surprise Building your personality is an additional key that contributes to better business. You don't have to be convinced that your product is the best in the world. What you have to be is just a demanding customer for yourself and if you have ten people in the team, they must also be demanding. not only solving some problems in the cheapest way, but a much more serious topic for analysis, if you think like the majority that your business will grow, you

don't have to be like-minded with the majority, but general impressions and user opinions must be first on the list when building a product. The way you manage your customers is not just a nice and cultural conversation with your customers, but much more than that. The customer is not only ten or fifteen minutes in your shop and as soon as she comes out with the product, all communication and cooperation stops. seen in the world but the problem is that if someone has given you a trust relationship but the money in exchange for the product is clear that you will try harder around it, any additional contact with such customers and outside working hours will increase the chance that such people come to you again and make a profit again. Building customer relations does not come immediately but it is strong a key part of the business if you have a contact person do not use spam and inform them about some unimportant things invite them to an event you organize personally take an interest in the person observe their habits in the best way you will improve yourself and your business. businesses that are part of an unbuilt mental business today anyone can be a safe but not a good safe if you make a thousand dollars it

doesn't mean you have conquered the world and you can pretend to be important no customer is brainless she only partially trusts you or buys on your mind mind control and trust comes through longer business with the same person. I will describe some types of customers you can find uv

The goal of a good war is good defense, the stronger you are in defense, the more successful the attack will be. The first group of users after the purchase thinks about the quality of the purchased product or service they want to make the most of. what she paid for and depending on how she feels she will come to you again if a person has a bad opinion about what she bought from you she will put the blame on you and you lose such a customer but also if nothing concrete is done about you she This kind of thinking is often on the market and in fact it is a wrong thinking with the customer because everything is in her head if the product is physical she will evaluate it physically and if the product is digital she will evaluate it digital or low value. Digital products have a problem with quality or value, each product can have a high price, but it is still a piece code that is worthless and because users do

not have tangible evidence often diminish the value of that product.

Open hand and sharing with others and closed hand loss of resources and knowledge open hand and exchange of information makes the group more complete from 98% to 100% over time everyone will be satisfied while in a closed group everyone will be emptied.

Both losses and what they have Through one example I will show how to solve potential sales problems that are listed I take as an example some exotic fruit and to deal with the sale of that fruit you can tell a lot to your customers but still your customers will not know what it tastes like and whether they like it or not just offer them to taste the fruit to make a tasting of the product. It is not wrong to talk about the product but it is wrong not to offer anything to a potential buyer.

Competition

Competition is the prey of any marketing business how to be better than the competition how to easily beat the competition.

Remove the competition so that it doesn't cost you much through several methods explain why it is good to improve and expand your business.

Play a fair market share of cakes can be everyone's but try to keep it under the control of buying companies that are actually your competition are a method used by big players this method is the direct elimination of competitors from the game and taking a larger share of the market cake is a completely justified move that allows you to move freely to the top of creations, price and affordability are much more important factors than speed is much more important than whether you have a better product or do not try to reach as many users as possible with the most affordable conditions. Throughout the text I will list three methods that you can use to technically make your work easier prices, check all companies that do similar business and create a lower price compared to competitors. will give you a bigger advantage and greater popularity is that you will not have a lot of money in the beginning but you have a popularity who use this

method of advertising through users because that way you will not give a large amount of money and you will get popularity and many will love what you offer. The second method is service, give ten times more value to what you sell and anyone who thinks to buy another product will give up and it will come to you because it gets ten times more everyone wants to get from ten hundred create value you will charge many use false value to raise the price of their product many companies spend years to develop water filters or vacuum cleaners that will sell at high prices and in MLM form, which is how bad it is, don't fall for this forum because it speaks about your business. Give space and investments in development and efficient marketing, thus saving money and improving your business. The third method is accessibility, be accessible, create live chat and contact forms so that users can contact and inquire about the offer as soon as possible if you use payment p rocese use them as much as you can because today the internet is flooded with payment methods and each site has its own payment method and finances are different especially the system makes it difficult and cryptocurrencies that are popular on the internet

but whatever you choose focus on your profit and how you will flow technical accessibility is a key part of these methods, but it is not one of them because they are unrelated to users but users use them, be prepared to customize and create the necessary software solutions that will allow you to improve the user experience and increase revenue.

Eliminating competitors comes over time, become a tactical player in the market and be innovative and successful because every right move is a failure for your competitors. A good plan and good analysis will bring you to the top of the market in a very short time because time improves quality.

Stop Selling Start Closing

Many sellers sell goods but how much they actually sell the goal and the technique that many use is actually wrong why it is wrong to sell. selling is not the key to success because everyone can sell, but it does not mean that they will sell, there are many techniques and methods that will be placed on the Internet, but it does not mean that each is good. difficult to conclude a sale due to the economic situation and other influences, Focus on the needs of the customer do WOW in his mind that this is what he needs at that moment do not create an artificial need for something but the real need for something because many sales managers sell products because they make customers buy a product and that product ends up in a package after a few days and is forgotten and it's wasted money, it's better to focus on the needs of the user and sell his solution to his needs, Let's take the example that you have a cold you need a vitamin to get rid of that cold you don't need anything but a vitamin you won't buy any other drugs but a vitamin that suits you The problem for you is that it is up to the seller whether he will sell you a more expensive or cheaper vitamin, that is the part that belongs to you. When buying,

focus on quality and functionality, close the sale with a smile.

Develop Customer Trust

Today, people are more suspicious than ever and it is very difficult to achieve customer trust. The NBS method is based on the rules and methods of customer trust. With five methods you can succeed in customer trust. The first method is FAQ. create questions and answers on your website to neutralize customer trust and increase your share in the business. Another method is customer experience create a special chat or record your satisfied customers according to business experience use chat or clips of texts from social networks, which speak of success and satisfied customers combine all kinds of reviews on your site to get the best picture of the site people believe what they see if they see only good news then you are in trouble people need to look at other people who are their thinking is not all ideal but there is some measure for everyone Whether the customer is satisfied or not do their best to improve the business in this segment The third method is to compare things, show people what value they get because no one buys a product or service because of the benefits, but because of emotions and desire for something prestigious. Get closer to customers by improving their lives and not by offering them some

technical things. just bother in life give more value to what you sell. The fourth method is Higher value everyone wants to get Y value for X money focus on the needs and emotions of customers if you sell expensive and exclusive goods does not mean you will be able to sell it for X value or for a larger amount of money is not worth as much as you ask for it, but it is worth much more only if customers are willing to pay for it. The fifth method is direct contact business and communication what represents you and your work focus on user experience and use of contact do your best so that all users who come to your site and ask for help get not only a solution but much more than that trust is gained by improving customer desires and ideas, your focus is to produce and give something original and something that is much more than money and the product of your work and commitment and the product of all this is trust, attracting new customers. Trust can be created in various ways. five, what is the key to good trust the answer is value and quality, if you focus on your customers you will need much more time to understand and gain trust much better focus is monitoring customer income estimating how much someone

earns because it is through their income someone gives you value or subtracts focus on segments from one to six determine the average income and calculate all levels of social life in your city or country classify customers based on this work to be as accurate as possible in terms of customer classification with this method you will get better profits. Through income, value is created in the mind of the user and through value, trust is created if you buy for a little money something very valuable. the bottom is shifting trust and customers want to buy something from you again.

Be First Be Best

NBS business solution is your success if you want to use NBS as a method for your business you have to understand its characteristics because this method consists of several truths and they are all interconnected. NBS is a method that allows you to gain user trust in a psychological way. promotions is buying if you promote yourself badly or use bad methods it will affect your business focus on productivity give money and invest in what will help you improve your business unplanned advertising can do you more harm than good and most companies close after a year of work but why I leave the answer to you through the text I explained why it is good to develop your business according to NBS planus tactical thinking will lead you to success be inspired by other people's success focus on customer wishes what is wow with customers what is it what will let your customer know to do a shopping action don't focus on someone praising you d but to buy from you your friends and family are not your customers observe and see what the market needs how much the market is hungry for your product at the right time and at the right time market what you need everything is a matter of analysis and work few people have

succeeded over At night, the NBS is a method by which you will be able to sell your products and services in the long run. Many financial and business experts focus on closing sales in order to effectively close the sale, such methods are very valuable and can help you in your work.

permanent sales the emotional NBS is a psychic product sale and brand focus is on the user's mind how to achieve the emotional state that every time you offer a product the customer says take my wallet.NBS is shown through features and functions and the goal and solution of each proverbial product lies much deeper. Be the first to say the best these are the words with which I conclude this book because that is what awaits you if you have clear and direct goals Yes, do not be afraid to create and create the first step is always important. With small steps to great success, brand yourself with the NBS business program. Never forget and lose sight of customer emotions because the customer is the best way to succeed if you have the customer's brain. income.Be the first to be the best.

Specifications of the NBS business method and application in certain branches of business.

The stability of this structure lies in the many factors described in this book. All customers reading this book are asked to follow all the methods described in the book. Focus on doing everything you can to complete your database and be able to use it. For the purpose of improving your business, these methods can cost a lot of money in some countries, but it is recommended to supervise experts and people who deal with psychology. Each method may differ from country to country and from place to place. improve but cannot be taken as a completely safe source, all the described methods create a stable structure for work and give you room for success but the whole plan lies in your hands how you will create a business plan based on NBS method lies in you and your observation skills. NBS can be used in most business is suitable for startup companies, small, medium and large companies, nbs can cause counter-effects and bad business due to poor budget or due to poor calculated economic financing, this method slows down the results in the long run but can is set and gives short-term results The book does not describe all methods of short-term type but only long-term and general knowledge about the functionality of

the NBS method. This method is protected as private property and therefore is considered a whole large company using such methods. in individual sales as a special method NBS is a professionally completed method that gives business results lasting from six months to three years. Brand development plays a key role in the NBS method. If the brand entertains you, it is ready to pay for more methods focus on the psychological state of consciousness and image creation in the user can be interpreted on a variety of make scanning of your customers is the key to sales many preschoolers agree or disagree about the methods and workings of the human brain Every man on this planet is unique and has his own desires. It takes little for a person to live, but there are many desires in humans to help their customers realize their dreams. If you need additional research and methods of the NBS business method, ask to talk to the creator of this method. below you will get the contact and information you need to get in touch with us.

Mondevier.club je odgovoran za nastajanje NBS metode i polaze prava na deljenje sadrzaja sa drugim osobama i davanja prava na korištenje i edukaciju trecim stranama.

Consulting report

If you need professional help from our team in creating a business plan, our team is at your disposal to make an appointment with you. All additional methods and consultations as well as expert opinions require additional funds, our team works with direct and fixed prices and services in certain situations, we are ready to offer work at a percentage. We want to create a successful business with you that will lead to better economic situation in your company.

Consulting, Coaching, Education, NBS academy program, Training, Developing....



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