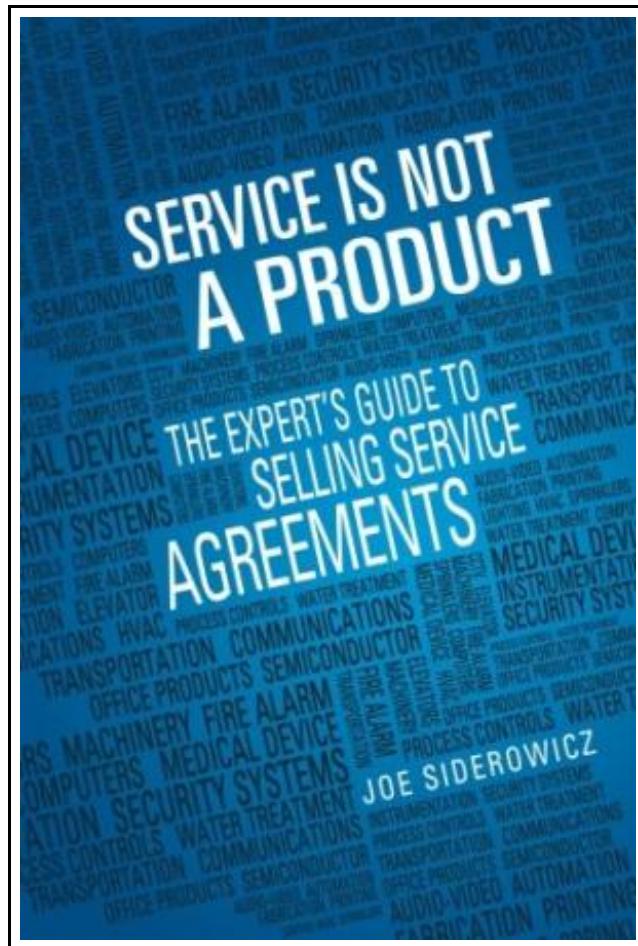


Service Is Not a Product: The Experts Guide to Selling Service Agreements



Filesize: 8.11 MB

Reviews

It is really an remarkable book which i have ever go through. It can be written in simple terms and not difficult to understand. I am just effortlessly can get a enjoyment of reading a composed pdf.
(Dr. Lily Wunsch II)

SERVICE IS NOT A PRODUCT: THE EXPERTS GUIDE TO SELLING SERVICE AGREEMENTS

[DOWNLOAD](#)

Aftermarket Publishing. Paperback. Book Condition: New. Paperback. 252 pages. Dimensions: 9.0in. x 5.9in. x 0.7in. Service is Not a Product: Experts Guide to Selling Service Agreements will describe to new and experienced sales, marketing, and management people the keys to success for selling service agreements on technology-based products and systems. Personnel indirectly involved in service sales such as technicians, engineers, administrative assistants and others who work with customers will also find the book beneficial. Readers will learn the unique skills and methodology required to be successful from the industry expert. More than one million sales professionals are actively involved selling service agreements on technology-based products. For many its a major source of income. In almost all cases its the major source of profits for their companies. Every product or system manufactured and installed eventually falters or fails. Current product designs that integrate electronics, software, and mechanical devices require repair, retrofits, upgrades, and on-going maintenance. The growing number of products and systems being integrated has created a new category of users with wide ranging service needs. Product applications continue to grow, but for the most part service offerings and service sales strategies remain the same. Most companies utilize the same resources to train both service sales and product sales personnel. The information presented is typically generic in nature, falling short of whats needed. People selling products are trained to sell features, functions and benefits. Service sales people need to be trained to sell value and master abstract selling concepts. There is little commonality between the two sales processes. Service is Not a Product is written specifically for individuals engaged in selling service. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Paperback.



[Read Service Is Not a Product: The Experts Guide to Selling Service Agreements](#)

[Online](#)

 [Download PDF Service Is Not a Product: The Experts Guide to Selling Service Agreements](#)

Other PDFs



Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large

Madelyn D R Books. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in.This book is about my cousin, Billy a guy who taught me a lot over the years and who...

[Download Book »](#)



Kindle Fire Tips And Tricks How To Unlock The True Power Inside Your Kindle Fire

CreateSpace Independent Publishing Platform. Paperback. Book Condition: New. This item is printed on demand. Paperback. 52 pages. Dimensions: 9.0in. x 6.0in. x 0.1in.Still finding it getting your way around your Kindle Fire Wish you had...

[Download Book »](#)



DK Readers Day at Greenhill Farm Level 1 Beginning to Read

DK CHILDREN. Paperback. Book Condition: New. Paperback. 32 pages. Dimensions: 8.8in. x 5.7in. x 0.2in.This Level 1 book is appropriate for children who are just beginning to read. When the rooster crows, Greenhill Farm springs...

[Download Book »](#)



Summer Fit Preschool to Kindergarten Math, Reading, Writing, Language Arts Fitness, Nutrition and Values

Summer Fit Learning. Paperback. Book Condition: New. Paperback. 160 pages. Dimensions: 10.6in. x 8.3in. x 0.5in.Summer Fit Activity Books move summer learning beyond academics to also prepare children physically and socially for the grade ahead....

[Download Book »](#)



The Day I Forgot to Pray

Tate Publishing. Paperback. Book Condition: New. Paperback. 28 pages. Dimensions: 8.7in. x 5.8in. x 0.3in.Alexis is an ordinary five-year-old who likes to run and play in the sandbox. On her first day of Kindergarten, she...

[Download Book »](#)