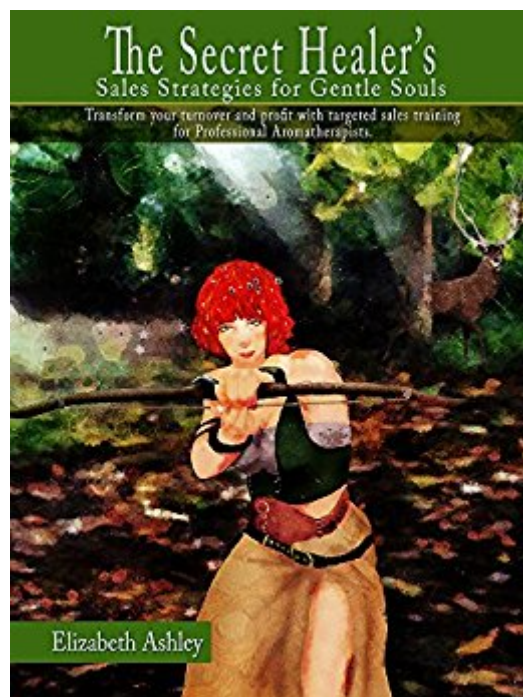


The book was found

Sales Strategies For Gentle Souls: Targeted Sales Training For Professional Aromatherapists (The Secret Healer Business Guides Book 1)



Synopsis

This is targeted sales training for aromatherapists, but the sales strategies hold true for any healer, or indeed person who finds the idea of "aggressive sales" intimidating. The truth is, "sell" is a four letter word, but in business there really is no getting away from it. Sales is the only thing that contributes to profit, every single other thing in your business is a cost. Wonderful things are happening in complementary therapy. Aromatherapy is edging its way slowly to the front of holistic medicine. Very gifted people are churning out fantastic research and results and the internet is full of what essential oils can do. But when a gentle soul emerges from their relaxing haze of their aromatherapy class room, how do they harness the buzz of energy around them for their craft? From 1999-2003 I worked in one of the most aggressive commercial environments there is. My role as a recruitment consultant was 80% cold calling in an extremely saturated sales arena. Despite my own gentle soul, I found ways not only to compete, but to excel. Learn how to pinpoint the best customers for your practice Cost your treatments to ensure every treatment is profitable for both you and your customer Discover how to make every conversation into a potential sale lead without becoming a complete and utter pain in the a*s! Uncover the reasons why you are not closing sales so you never have to make the same mistakes again Create a growth environment where you plan success and always find yourself stepping into it If you are working with essential oils, and you want to make a good living from it, then you need to learn to sell. To my mind sales is just another string to your bow. Consider this book to be CPD...or indeed another healing tool.

Book Information

File Size: 1083 KB

Print Length: 110 pages

Simultaneous Device Usage: Unlimited

Publisher: Build Your Own Reality (November 30, 2014)

Publication Date: November 30, 2014

Sold by: Digital Services LLC

Language: English

ASIN: B00PIYDYBU

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #693,952 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #207

in Kindle Store > Kindle eBooks > Religion & Spirituality > New Age > Reference #572 in Books

> Religion & Spirituality > New Age & Spirituality > Reference #1244 in Kindle Store > Kindle

eBooks > Business & Money > Marketing & Sales > Sales & Selling

Customer Reviews

I love Elizabeth Ashley. She has respect for essential oils and a compassion for life. She has a very open and direct writing style and is accessible.

Great recipes

[Download to continue reading...](#)

Sales Strategies for Gentle Souls: Targeted Sales Training for Professional Aromatherapists (The Secret Healer Business Guides Book 1) SALES: The Exact Science of Selling in 7 Easy Steps

(Sales, Sales Techniques, Sales Management, Sales Books, Sales Training, Closing, Closing

Sales) Puppy Training: How To Train a Puppy: A Step-by-Step Guide to Positive Puppy Training

(Dog training, Puppy training, Puppy house training, Puppy training ... your dog, Puppy training books

Book 3) Puppy Training: Step By Step Puppy Training Guide- Unique Tricks Included (puppy

training for kids, puppy tricks, puppy potty training, housebreak your dog, obedience training, puppy

training books) Puppy Training: Puppy Training for Beginners: The Complete Puppy Training Guide

to Crate Training, Clicker Training, Leash Training, Housebreaking, Nutrition, and More Puppy

Training: The Complete Guide To Housebreak Your Puppy in Just 7 Days: puppy training, dog

training, puppy house breaking, puppy housetraining, house ... training, puppy training guide, dog

tricks) Puppy Training Guide 4th Edition: The Ultimate handbook to train your puppy in obedience,

crate training and potty training (Training manual, Puppy Development, ... Training, Tracking,

Retrieving, Biting) Puppy Training: 10 Worst Puppy Training Mistakes That Can Ruin Your Dog (And

How To Train Them Right) (puppy training, dog training, puppy house breaking, ... training a puppy,

how to train your puppy) Puppy Training: The Ultimate Guide to Housebreak Your Puppy in Just 7

Days: puppy training, dog training, puppy house breaking, puppy housetraining, house ... training,

puppy training guide, dog tricks) Jesus, the Gentle Parent: Gentle Christian Parenting (Little Hearts

Handbooks) NLP: NLP TECHNIQUES: HYPNOTIC LANGUAGE PATTERNS to Easily Attract More

Success (PLUS: FREE BONUS AUDIOBOOK) (NLP books, NLP sales, sales techniques, NLP

techniques, NLP Book 4) The Aromatherapy Bronchitis Treatment: Support the Respiratory System

with Essential Oils and Holistic Medicine for COPD, Emphysema, Acute and Chronic Bronchitis Symptoms (The Secret Healer Book 6) Biomimetic Materials And Design: Biointerfacial Strategies, Tissue Engineering And Targeted Drug Delivery (Manufacturing Engineering & Materials Processing) PUPPY TRAINING: DOG TRAINING: Crash Course in Training Your Dog in Days, Housebreak and Obedience Puppy Training Guide Book Brain Games for Dogs: Training, Tricks and Activities for your Dog's Physical and Mental wellness(Dog training, Puppy training, Pet training books, Puppy ... games for dogs, How to train a dog Book 1) Puppy Training: How to Housebreak Your Puppy In Just 7 Days (puppy training, dog training, puppy house breaking, puppy houstraining, house training a puppy,) Potty Training In 3 Days: Quick And Easy Guide To Potty Training Your Toddler In As Short As 3 Days (potty training, toddlers, toddler, toilet training) Puppy Training : How to Housebreak Your Puppy in Just 7 Days: (Puppy Training, Dog Training, How to Train A Puppy, How To Potty Train A Puppy, How To Train A Dog, Crate Training) How to Start a Business Analyst Career: The handbook to apply business analysis techniques, select requirements training, and explore job roles ... career (Business Analyst Career Guide) Home Based Business Escape Plan: How To Make \$10,000 Per Month With Your Own Part-Time, Online Lifestyle Business: Home Based Business Ideas (Home Based Business Opportunities)

[Dmca](#)