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# Ask Questions, Get Sales: Close The Deal And Create Long-Term Relationships 2nd Edition

*Stephan Schiffman*

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*Stephan Schiffman*

**Ask Questions, Get Sales: Close The Deal And Create Long-Term Relationships 2nd Edition** Stephan Schiffman

**Sometimes knowing the questions is more important than knowing the answers!**

Now you can boost your career to the gold level! In *Ask Questions, Get Sales*, sales guru **Stephen Schiffman** teaches you how to strengthen your questioning skills during the sales process in order to get more sales.

The premise is simple yet effective: In order to be successful, you must change your mindset from "*need*-oriented" to "*do*-oriented." The message of this book centers on six core "*do* questions" for your buyers:

- **What** do you do?
- **How** do you do it?
- **When** and **where** do you do it?
- **Why** do you do it that way?
- **Who** do you do it with?
- **How** can we help you do it better?

With this indispensable guide in your briefcase, you will have information at the ready to score big sales over the short term *and* long term.

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