

DOWNLOAD PDF FEAR-FREE SELLING HOW TO BECOME ABSOLUTELY FEARLESS SELLING ANYTHING

Chapter 1 : Fear-Free Selling

"Fear Free Selling" is an outstanding book that provides highly practical advice on overcoming "sales anxiety." "Fear of public speaking" is the leading phobia in the United States, and I will be strongly urging participants in my workshops to read Dr. Sindelar's book.

See what Fear-Free Selling can do for you: Overcome the Fear of Failure and the Fear of Success. Make Presentations and Speeches with Ease. Network with others Fearlessly and enjoyably. Learn the two little words that can save or ruin your life. Learn to Love Selling and Promoting. Promote yourself and your products fearlessly. Over 50 tools, tips, techniques and tricks specifically designed to make fear almost magically disappear. Beginning 30 years ago, I began to research and identify fear as the most powerful negative motivator. Whether you know it or not, fear controls much of your thinking and behavior. Many of your fears are hidden, but still exert control over your personal and professional life. Some fears surface as anger and aggression, some as procrastination, some as self-sabotage. Now, with these field-tested tips, tools, techniques and tricks, you can take control of your fears. You will find out what hidden fears you have. You will learn how fears traps you and keeps you from reaching the goals you want for yourself. Do You Hate Selling or know someone who does? Many people hate selling, and miss out on the success and relationships they deserve. No matter what business you are in, you must sell to reach your goals. No matter what beliefs you hold, you must sell your ideas to influence others. Parents must sell their values to their children. Lovers must sell and promote themselves to each other. This new book gives you everything you need to know to become absolutely fearless. Sindelar consults with businesses and organizations from Singapore to Saudi Arabia. He has written for Entrepreneur magazine, Executive Excellence magazine, and others. He has started and run several successful businesses, so this is no theoretical, ivory-tower nonsense. Sindelar has to say about this book: I was so afraid of rejection that I began to avoid my professors and fellow students. I was seriously thinking about dropping out of graduate school and living a life of quiet desperation and misery. Some of the methods did nothing at all. Some of them actually made things worse. Not much was written on the subject. So I began interviewing people who had overcome their fears. I spoke to actors, stage performers, teachers, psychologists, and sales professionals. Gradually I began to see patterns. I was able to graduate with my Ph. I became so good at this that one of my professors encouraged me to tell others. Soon, however, I realized that this was very inefficient. I could only help one person at a time. So I tried using group therapy and found that these techniques were teachable. I taught classes at the University level. Then I began doing workshops and seminars. More and more people learned to conquer their fears. I help thousands reach their true potential. I used these techniques to conquer my own fear of public speaking. I used them to conquer my fear of heights and reach the summit of Cerro Aconcagua, the tallest mountain on 6 continents. I applied my new techniques and taught them to my sales force. We turned the company around so fast and were such a threat to the competition that they threatened us several times. Then they begged us to stop. Finally bought us out after only 6 months. Sindelar explains the step by step secrets of demolishing fear forever. Discover the amazing split in your brain and how it can keep you motivated or trap you in despair. Quickly nail your fear to the wall and keep it from holding you back. Learn how Pop Psychology can actually be harmful to your success. Discover and apply the trick that kept a test pilot flying. Learn how a pen can defeat the nastiest fears. You owe it to yourself to read this book now and start living a Fear-Free life.

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Chapter 2 : Emotional Intelligence, Executive Coaching and Management Seminars for Working Results

"Fear Free Selling" is an outstanding book that provides highly practical advice on overcoming "sales anxiety." I coach business executives, lawyers, sales representatives, and State Department diplomats in presentation skills.

These are extremely in-depth videos. Regardless of the situation, regardless of your own mood. We will also be working on accepting fear, admitting fear, and in the process - making it completely powerless over us. You can use this video over and over again as a simple guide in the very moment when fear is trying to overcome you. Dare to Fear We will break down exactly what happens to your brain when you expose yourself to fear, and when you walk through that fear. We will provide you with tricks to change the neurology of your brain, and increase your willpower like CRAZY. You Are Not Alone Here, we are going to hold proof right in front of your eyes that you are not alone, that everyone is feeling fear, and teaching you how you can use your own action-taking to inspire yourself, and inspire the people around you. We will reveal to you the secret of letting go. We will go on a deep inner journey, and your mind will be blown away with the results you will instantly experience. From now on, you will never have the need or desire to have a drink ever again in order to game. These are hands-on warm up techniques. I split Fearless into two parts because people respond differently. We gave them permission to approach and to feel good and feel free. You will be left with nothing but a feeling of: You pull out your phone and watch specific mobile-designed videos of me helping you with your specific problem. This is the closest you can get to an actual 1-on-1 personal bootcamp experience. On top of that, you will be able to download the audio and bring it with you wherever you go. The Advanced Pickup Debriefs These are exclusive behind-the-scenes videos of the best bootcamps that I have done over the years. We are hitting every single sticking point that I see most guys have when we go out on my bootcamps. Usually - you would have to take a bootcamp with me in order to get access to this type of training, and those run in the thousands of dollars. But I simply had to give the real action-takers something special, and so I decided to include it inside Fearless, The Approach Anxiety Buster. These are webinars that people go absolutely nuts over, and since people loved them so much - we decided to keep the recordings and include them here! Pickup madness, utter insanity, and epic lay reports - all inside: Prices Go Up In: We are all going to die, and because of that - we want to reward those who are taking action NOW. These guys OWN Vegas. Every time I am there I end up in some secret back room with Luke and about 20 sets of fake tits. During the day you will develop your game with the instructors at intimate workshops and daygame sessions. It is a once-in-a-lifetime opportunity to experience the pulse-pounding action of Las Vegas and train with the world-class immersion staff These are my absolute favorite events to host. The group is always super dedicated and the value that we bring to each other is extreme. I am consistently blown away by the caliber of the guys we bring together and the insights we uncover. Link up, set some goals and push each other! This is almost too much. Use these powers for good my friend.

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Chapter 3 : Boss School, Presented by Hello Fearless

Find helpful customer reviews and review ratings for Fear-Free Selling - How To Become Absolutely Fearless Selling Anything: Products, Services, Even Yourself. at blog.quintoapp.com Read honest and unbiased product reviews from our users.

Those of you who have been to my website Fear Free Selling may know that I fly a motor glider called a trike. The movie script called for trike flying as part of a couple of scenes, and all I had to do was get a couple of fellow trike pilots to come down to a remote dirt airstrip and fly around and do what the director told us to do. I later learned that the screenwriter wrote in a small, er miniscule, scene or two where I was to say a few lines with my back to the camera. Now my wife, who is an actor by profession, does this all the time. I had never really been on a movie set except for a few moments to pick her up or drop her off. I had no idea what went on behind the scenes of making a movie. I had some idea of how hard the crews work, but to see it happening made me appreciate good movies even more. When we see a movie scene with two actors engaged in a conversation, it is hard to image that there are dozens of people doing jobs behind the scenes, literally. I was surrounded by people holding boom mics, people running sound equipment and computers, lighting people, makeup artists, the director, assistant directors, continuity directors, script monitors, and a swarm of people around the cameraman doing all kinds of mysterious things. Amidst all this activity, when the director says "Action" the actors have to create believability and somehow pretend that none of these crew members are all looking at them and waiting for the magic to happen. Like any good performance, whether in sports, teaching, sales, or acting, the professionals make it look easy. They make it seem effortless. They often do this so well that it is easy to believe that it is so easy that anyone could do it, even ourselves. Actors are the consummate sales professionals. As my wife, the actor, points out, bad acting is when the actor is acting instead of being. When it came my turn to say my lines, I fumbled and bumbled, and blanked out the few sentences I was supposed to say. The real actors, bless their hearts, helped me out, fed me my lines and tried to give me a crash course in acting. After many many "takes" we got through the scenes. It seemed to take over an hour to get 1 minute of useable film. I watched other scenes all day long. These folks started at 4: It was degrees that day. I suspect they will have to use a real actor to loop in my lines. Fortunately for them, my back was to the camera the whole time I spoke my lines I was acting, not being. Some top sales professionals I know have taken acting classes. I believe the good ones learn not how to act, but how to just be. They learn how to tap into their inner resources and make it look easy. Maybe that is the point. They practice and rehearse and eventually they become the part they have chosen to play. When my wife and I go to the movies, we always stay in our seats and watch all of the credits roll by. We find it annoying when people jump up and almost run out the exits as soon as the credits roll. Where are they going in such a rush? Often there is great music to listen to, and many times there are additional scenes. We have been richly rewarded by staying until the screen goes blank. I have a new found respect for those good actors who make us believe. I also have a new found respect for all those people who are behind the scenes. I urge you to start staying through the credits and giving the crew the respect they deserve. Anybody out there have this one or know of someone who suffers from it? Hippopotomonstrosesquippedaliophobia refers to an abnormal and persistent fear of long words.

Chapter 4 : Scott Sindelar (Author of Conquering the Fear of Rejection)

Auto Suggestions are available once you type at least 3 letters. Use up arrow (for mozilla firefox browser alt+up arrow) and down arrow (for mozilla firefox browser alt+down arrow) to review and enter to select.

Chapter 5 : Fear-Free Selling: Attitude vs. Ability - Which one influences your boss more?

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Fear-Free Selling - How To Become Absolutely Fearless Selling Anything: Products, Services, Even Yourself!, Conquer Cold Call Reluctance Overcome Fears of Failure & Success. Make Speeches Easily. Learn the 2 Little Words that can Save (or ruin) Your Life.

Chapter 6 : Sorry, this page has been removed.

Fear-Free Selling - How To Become Absolutely Fearless Selling Anything: Products, Services, Even Yourself. Table Of Contents. About The Author. Table Of Contents.

Chapter 7 : Table of Contents

New Book: Fear-Free Selling - How To Become Absolutely Fearless Selling Anything: Products, Services, Even Yourself High Content - Clean Humor - Easy Working Relationships Thank you for exploring these pages.

Chapter 8 : Dr. Scott Sindelar - Fear-Free Selling & Living

NEW BOOK: Fear Free Selling - How To Become Absolutely Fearless Selling Anything: Products, Services, Even Yourself.