



No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers

By Harry J. Friedman

Download now

Read Online →

No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman

Secrets of the trade from the master of retail selling and sales training

No Thanks, I'm Just Looking gives anyone the inside scoop on how to skyrocket their selling career with a system of easy-to-learn practical money-making steps. By saving countless hours of trial-and-error experience, readers will be able to focus on the things that really work. Considered to be retail guru Harry J. Friedman's personal collection of proven selling techniques, *No Thanks, I'm Just Looking* includes all the tips and humorous anecdotes that have made him retail's most sought-after consultant.

No Thanks, I'm Just Looking delivers the tricks of the trade from an international retail authority.

- Author is the most heavily attended speaker on retail selling and operational management in the world
- These groundbreaking high-performance training systems have been used by more than 500,000 retailers, from small independents to the likes of Neiman Marcus, Cartier, Billabong, La-Z-Boy and Godiva, to routinely deliver more sales
- Friedman created the number one retail sales and management system used by more retailers than any other system of its kind in the world

Get proven techniques that will increase sales and elevate your staff to a high-performance sales team.

↓ [Download No Thanks, I'm Just Looking: Sales Techniques ...pdf](#)

📄 [Read Online No Thanks, I'm Just Looking: Sales Techniqu ...pdf](#)

No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers

By Harry J. Friedman

No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman

Secrets of the trade from the master of retail selling and sales training

No Thanks, I'm Just Looking gives anyone the inside scoop on how to skyrocket their selling career with a system of easy-to-learn practical money-making steps. By saving countless hours of trial-and-error experience, readers will be able to focus on the things that really work. Considered to be retail guru Harry J. Friedman's personal collection of proven selling techniques, *No Thanks, I'm Just Looking* includes all the tips and humorous anecdotes that have made him retail's most sought-after consultant.

No Thanks, I'm Just Looking delivers the tricks of the trade from an international retail authority.

- Author is the most heavily attended speaker on retail selling and operational management in the world
- These groundbreaking high-performance training systems have been used by more than 500,000 retailers, from small independents to the likes of Neiman Marcus, Cartier, Billabong, La-Z-Boy and Godiva, to routinely deliver more sales
- Friedman created the number one retail sales and management system used by more retailers than any other system of its kind in the world

Get proven techniques that will increase sales and elevate your staff to a high-performance sales team.

No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman Bibliography

- Sales Rank: #82540 in Books
- Brand: imusti
- Published on: 2012-01-03
- Original language: English
- Number of items: 1
- Dimensions: 9.30" h x .90" w x 6.35" l, .90 pounds
- Binding: Hardcover
- 226 pages

 [Download No Thanks, I'm Just Looking: Sales Techniques ...pdf](#)

 [Read Online No Thanks, I'm Just Looking: Sales Techniqu ...pdf](#)

Download and Read Free Online No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman

Editorial Review

From the Inside Flap

No matter what you sell in your store, the real key to moving your product is you, the salesperson. When customers face the same product choices in your store as they do down the street, the connection you build with them can create a powerful—and profitable—difference. Your ability to communicate with customers, get them to open up, and satisfy their needs determines your success.

No Thanks, I'm Just Looking gives you the inside scoop on how to skyrocket your selling career with a system of easy-to-learn, practical moneymaking steps. Retail guru Harry J. Friedman has compiled his personal collection of proven selling techniques and tips, along with many of the often humorous real-life stories that have made him retail's most sought-after consultant. By saving countless hours of trial-and-error experience, you'll be able to focus on the things that really work, especially in this highly competitive market where Internet savvy customers are better informed than ever before.

Develop non-pushy people skills that will boost your income and make your job more fun with Harry's tricks of the trade:

- How to get past "I'm just looking" and other defensive shields to engage your customers in comfortable conversation that opens the door to more sales
- Must-ask questions that develop trust and expose hidden sales opportunities
- How to present merchandise with the eloquence and emotion that results in "I'll take it!"
- The unique step that many salespeople miss that can easily increase add-on sales
- How to handle stalls and objections and comfortably close the sale—today!
- Mastering the fine art of building referrals, repeat business, and customers for life

The difference between clerks who just process sales and sales professionals who create sales can be worth millions. Whether you're an individual salesperson, manager, or owner of hundreds of stores, Harry's insights will make this book your "retail bible" and make your sales soar.

From the Back Cover

Praise for No Thanks, I'm Just Looking

"It's what everyone's after: a formula for being successful and having fun at the same time. Harry has a very engaging way of illuminating the path to high-performance selling. This book is a must-read for retail managers and salespeople who want to experience the thrill of thriving in a well-run store where salespeople serve customers expertly, and shoppers buy, with pleasure."—Lynn Garner VP, Training & Development, David's Bridal

"I'd recommend this book to anyone in retail. Unless you're one of my competitors."—Howard D. Fineman Owner, Ashley Furniture HomeStore, Jacksonville, Florida

"BrandSource was so excited with the information in Harry's book, that we had The Friedman Group create a customized version of his sales training system just for us. At the time, our market was experiencing a boom

and business was good. With the economic change, our retailers need his sales skills now more than ever, and they've given us a competitive edge that is allowing us to thrive despite the economy."—Bob Lawrence CEO, AVB/BrandSource

"There's no other book of its kind for retail salespeople. We've ordered over 2,000 of them. Harry's book reads like a can't-put-it-down novel and will cause any retail salesperson to increase their add-ons and close a lot more sales."—Evan Hackel Former VP, Carpet One

"No Thanks confirms Harry as the foremost authority in retail selling. Great insight, practical suggestions, and entertaining. We make this book a mandatory read for our entire sales staff. Thank you, Harry!"—Russ Diamond President, Snyder Diamond

About the Author

HARRY J. FRIEDMAN, founder and CEO of The Friedman Group, is an international retail authority, consultant, and the most heavily attended speaker on retail selling and operational management in the world today. More than 500,000 retailers have used his groundbreaking high-performance sales and management training systems, including Neiman Marcus, Cartier, Hallmark, La-Z-Boy, Billabong, and Godiva. One of retail's true thought leaders, his vision and unique ability to see what's right and wrong on a retail floor—and how to fix it—have made him a sometimes controversial but always passionate friend to the world of retail. You just can't get enough of Harry!

Users Review

From reader reviews:

Dominick Carter:

The book No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers make one feel enjoy for your spare time. You can use to make your capable more increase. Book can to get your best friend when you getting tension or having big problem using your subject. If you can make reading through a book No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers to get your habit, you can get far more advantages, like add your own capable, increase your knowledge about many or all subjects. You can know everything if you like wide open and read a e-book No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers. Kinds of book are a lot of. It means that, science book or encyclopedia or other individuals. So , how do you think about this publication?

Charles Stephens:

This No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers usually are reliable for you who want to be considered a successful person, why. The reason of this No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers can be among the great books you must have is actually giving you more than just simple reading through food but feed an individual with information that might be will shock your earlier knowledge. This book is usually handy, you can bring it all over the place and whenever your conditions in the e-book and printed kinds. Beside that this No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers forcing you to have an enormous of experience such as rich vocabulary, giving you trial of critical thinking that we know it useful in your day pastime. So , let's

have it and revel in reading.

Beatrice Rogers:

Often the book No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers will bring someone to the new experience of reading any book. The author style to explain the idea is very unique. If you try to find new book to learn, this book very acceptable to you. The book No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers is much recommended to you to learn. You can also get the e-book through the official web site, so you can easier to read the book.

Kermit Moors:

Are you kind of hectic person, only have 10 or 15 minute in your moment to upgrading your mind ability or thinking skill also analytical thinking? Then you have problem with the book when compared with can satisfy your short space of time to read it because this time you only find book that need more time to be study. No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers can be your answer given it can be read by an individual who have those short time problems.

Download and Read Online No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman #LHEOQDVJP51

Read No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman for online ebook

No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman books to read online.

Online No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman ebook PDF download

No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman Doc

No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman Mobipocket

No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman EPub

LHEOQDVJP51: No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers By Harry J. Friedman