



The New Social Selling Revolution: A Game-Changer: Change the Way You Sell

Ms. Jan B. Wallen

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Social media has started a new revolution in selling that few salespeople know how to tap into. That's why I wrote this book. In it, you'll learn how to easily contact key decision-makers, quickly build trust, credibility and rapport, and close more sales, more easily. Who is this book for? I wrote the book for you if you're a salesperson, sales manager, or professional who is responsible for bringing in more clients and booking business. You'll learn my Social Selling Revolution Blueprint -- the five proven steps that I've used to boost my company's sales and my clients' using social selling and social media. My Revolution Blueprint takes you through each stage in the sales cycle: Create your Compelling Presence, Generate Leads, Engage and Build Relationships, Use Competitive and Business Intelligence to your Advantage and Showcase your Expertise: Be the Expert, Thought Leader and Influencer. It shows you exactly how to use LinkedIn, Facebook, Twitter, Pinterest, Instagram, Google+, YouTube and Vine to boost your sales. You'll find Insider Secrets, questions to ask yourself about your own sales situation and goals, and Action Steps throughout the book so you can immediately apply what you learn. You'll also see a case study in action – a plan for promoting a new program using LinkedIn and social media. Join The New Social Selling Revolution and become a Social Seller. You'll never again make another cold call or feel rejected. You'll save time, be happier in your job, improve your self-confidence, open doors to close sales and boost your sales as much as 10-fold. This book takes over where her book *Mastering LinkedIn in 7 Days or Less* left off, so if you've already read it, now you can learn more advanced techniques and strategies.

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