

media kit

The Fast Track To Double Your Sales
Without Sacrificing Who You Are

SPEED SELLING



ANDREEA MIHALCEA

THE BOOK

DESCRIPTION

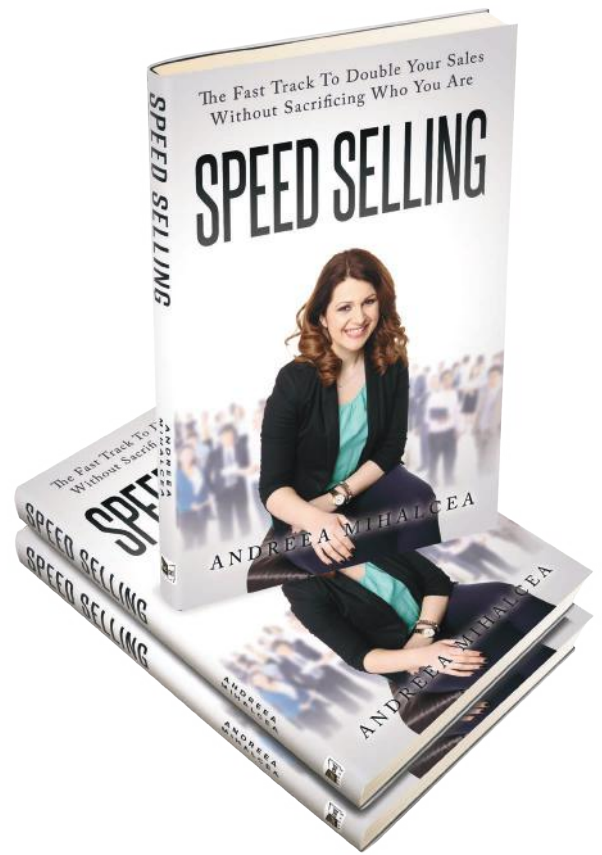
Isn't it frustrating when you leave a room knowing you said something completely different than you had intended? On top of that, you made someone extremely upset without the slightest intention.

Do you ever wonder when you will finally nail the perfect marketing strategy? Why is it that you keep investing in advertising, yet your clients refuse to stick around?

In *Speed Selling*, Andreea Mihalcea presents easy, actionable steps that will help you find your authentic voice and the right words to express it in every occasion. In this practical, straight-forward book, Andreea goes back to the basics of communication, bringing to light simple ideas to help you effectively speak your mind and lead a life and business you love.

LEARN HOW TO...

- Make customers come to you.
- Sell with confidence and close every single time.
- Forget about persuasion tricks and manipulation tactics that make you feel miserable each time you use them.
- Identify the right advertising approach for your business.
- Win the selling game with integrity.
- Create 'remarkable' experiences that 'wow' your customers and make them love you.
- Prove ideas, processes and practical steps that you can take to make it work in your business.
- Establish a culture that helps you make it happen.
- Be an ethical leader.
- Turn objections into closes.
- Discover the art and science of qualifying.
- The Sales & Marketing Laws of the Future



THE BOOK

IN THESE PAGES YOU WILL UNCOVER...

- Learn the ethical way to grow your business beyond expectations.
- Discover the ethical way to multiply your business.
- Find out how to win the selling game with integrity.

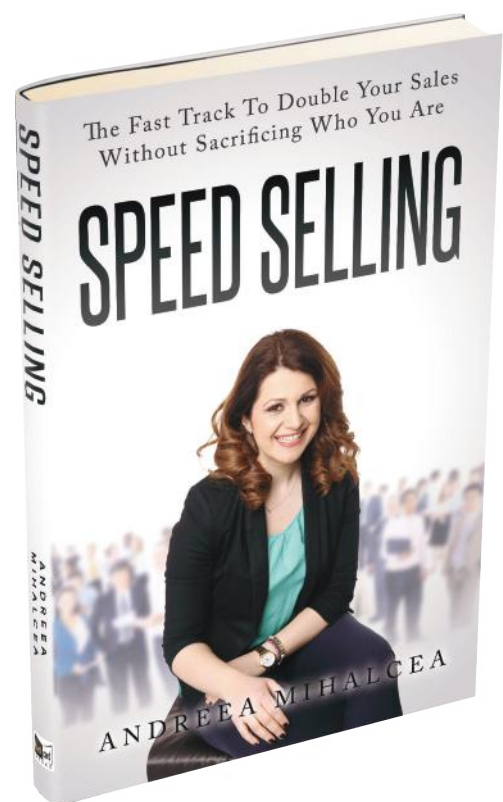
Not all marketers are liars. You can be different!

Win the business game with integrity.

- Key elements of the *Speed Selling Strategy™*.
- The core elements of the inner game of sales. Lack even one and you will end up actually sabotaging your own success!
- Master the art of ethical selling and leadership.
- Understand how is the consumer's behaviour totally different in the digital world and why none of the old sales and marketing techniques work as they used to.
- Get a clear actionable blueprint on how to change it all around in your favour, whether you are a young entrepreneur, established brand or an employee considering a serious boost in your career.
- Gain authority and visibility in one smart move that will double your sales in 90 days or less.
- Learn how to get into instant rapport with your prospects and how to use it to understand your prospects' needs, desires and problems.
- The secret to closing calmly and consistently every single time without even the slightest bit of high pressure. It's elegant, it's classy, and it's ridiculously effective.
- Learn how to deal with rejections and fight the strong urge of giving up.
- What is the secret ingredient of making successful cold calling?
- How to think outside the box and skyrocket your business.
- The seven-step formula for building a never-ending stream of customer referrals and creating customers for life.

“Marketing without empathy is like helping an old lady cross the street when she only wants to stand by the sidewalk and wait for the bus.”

-ANDREEA MIHALCEA



THE AUTHOR

Andreea Mihalcea is a sales and marketing expert helping young entrepreneurs, sales professionals, and high achievers multiply their income with integrity.

Before her work as a speaker and sales and marketing trainer, Andreea graduated the Romanian Diplomatic Institute and headed one of the Foreign Relations Offices within the Bucharest Chamber of Commerce and Industry. During this time she was involved as an organiser, host, and facilitator in over 70 international business events and networking meetings. She was one of the Chamber's spokes persons, representing top management in high-level national and international events. She worked with and learned from successful business people, political leaders, and thinkers from all over the world. One of the challenges of her job was making sure all participants were negotiating on the right terms, ultimately agreeing on a common vision despite major cultural differences, conflicting expectations, and sometimes opposite perspectives.

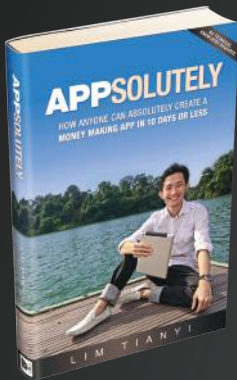
After becoming a certified trainer, Andreea became involved in educational projects, promoting the entrepreneurial culture in the 'Romania-projects'. These projects helped more than 10,000 entrepreneurs who aimed at starting up new businesses, to create meaningful brands, and achieve great levels of success with integrity.

Andreea started her own sales and marketing consulting service in order to assist SME owners, young entrepreneurs and sales professionals who desire to make a difference, and create the "insanely great" in their own field of activity. She defines success based on the impact an idea, activity or business has in the lives of consumers, and strongly believes there is more to selling than persuasion and manipulation techniques.

In *Speed Selling: The Fast Track To Double Your Sales Without Sacrificing Who You Are*, Andreea Mihalcea, deconstructs the laws of sales and marketing, providing valuable insights on the art and science of ethical selling and leadership.

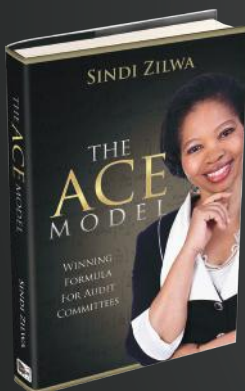


TESTIMONIALS



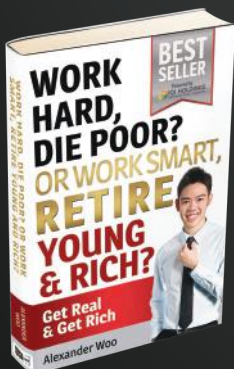
"Picking up this book was the best thing I ever did for my business. The information just works. I knew there should be an easy way to talk with any prospect and make sales without acting salesy all the time and without making false promises and raising unrealistic expectations and this was it!"

Lim Tianyi, Author of *Appsolutely*



"This book belongs in the collection of every self-respecting entrepreneur. Here is a powerhouse book of tips, tactics and approaches for getting more clarity in your business and sales strategy that simply work. A fantastic book!"

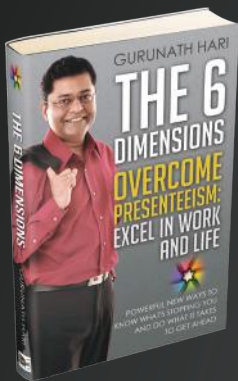
Sindi Zilwa, Author of *The Ace Model*



"It's rare to find such honest advice in such an accessible format. This book will surely be a classic in the sales & marketing area."

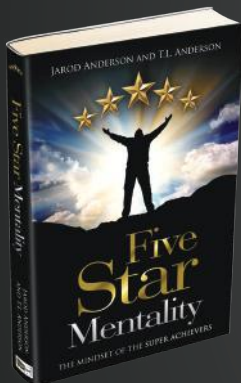
Alexander Woo, Author of *Work Hard, Die Poor? Or Work Smart, Retire Young & Rich?*

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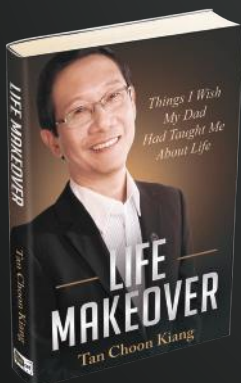
“What a fantastic, straightforward and honest book. Congratulations Andreea Mihalcea.”

Gurunath Hari, Author of *The 6 Dimensions*



“Sales and Marketing have always been a buzzword in business and *Speed Selling* throws light on how to effectively approach this subject in your business, from prospecting to closing the sale and creating customers for life.”

Jarod Anderson and T.L. Anderson, Authors of *Five Star Mentality*



“So many people struggle to find the right way to sell their products and services only to end up getting the opposite result. Acting like door to door salesmen, being pushy and desperate to close the deal. Reading the tips in this book will help anyone overcome this obstacle and fast forward their success.”

Tan Choon Kiang, Author of *Life Makeover*

BOOK INFO

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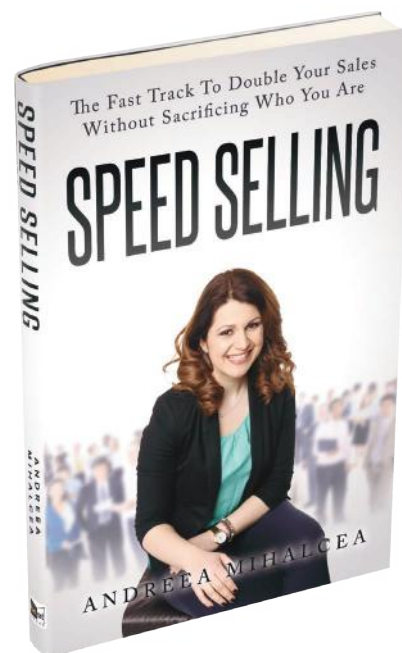
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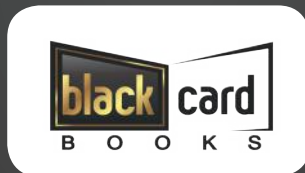
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Phone Number: **+40 7707 32701**

Email Address: **contact@andreamihalcea.com**

Website: **www.andreamihalcea.com**





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Black Card Books

Suite 214

5-18 Ringwood Drive

STOUFFVILLE, Ontario

CANADA, L4A 0N2

Tel: 1 877 280 8536

www.blackcardbooks.com