

[TROUBLE VIEWING?](#) Click Here to view the Promo card on the web

[SIGN-UP NOW!](#) Click to become a Member for Free!



BUSINESS



Communication Nation with Jill Schiefelbein Archives Available
September 10th 2013: Communication and Problems with Sales Presentations

If you're in business, you're in sales. Whether you're selling a product, a service, or an idea, understanding what NOT to do in the process is important. Our guest today is an internationally-acclaimed sales expert who really gets what it takes to be successful in sales. Don Cooper, The Sales Heretic, joins us to discuss the problems with most sales presentations. He'll answer questions such as: What's the problem with most sales presentations? What should sales presentations be about? What difference does it make? Why are so many sales presentations product-focused? How can salespeople bet

[Read more](#)



Tune in

Archives Available on VoiceAmerica Business Channel

[EPISODE ON DEMAND](#)

[VIEW HOST PAGE](#)

Featured Guest



Don Cooper

Don Cooper—The Sales Heretic™—is an internationally-acclaimed sales expert who helps salespeople, business owners and professionals dramatically increase their sales. He delivers custom training and keynote speeches for corporations

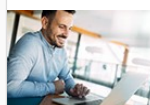
[Read more](#)

Share This Episode



Connect with VoiceAmerica

Download our mobile apps



Read what our hosts are writing about.

VOICEAMERICA BLOG