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Triggers: 30 Sales Tools You Can Use to Control the Mind of Your Prospect to Motivate, Influence, and Persuade.

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In his 2014 best-seller, "Triggers: 30 Sales Tools You Can Use to Control the Mind of Your Prospect to Motivate, Influence and Persuade" (DelStar Books, \$19.95), super-salesman and master marketer Joseph Sugarman describes in succinct, eye-catching chapters, what he considers to be the top psychological "triggers" that can motivate, influence and persuade your potential customers.

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Triggers: 30 Sales Tools you can use to Control the Mind of your Prospect to Motivate, Influence and Persuade. Michelle J. Dyett-Welcome is a copywriter and the President of S.M.A.R.T Copy Designs Inc. located in Far Rockaway, NY.

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The author takes these 30 important triggers and devotes a chapter to each and every one of them with clear explanations and examples of why and how these triggers work. Here are just a few sample triggers - Greed, Consistency, Product Name, Prospect Nature, Integrity, Storytelling, Objection Raising and Objection Resolution.

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In Triggers, Sugarman takes the principles he learned from direct marketing and applies them to the field of personal selling with 30 powerful techniques he calls Psychological Triggers. Psychological Triggers are sales tools for effectively influencing, motivating and persuading a prospect to make a positive buying decision.

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