

This book is the fourth book in the Vending for Profit Series: This e-book picks up where Volume I ends, by explaining how you get started in full-line vending. It explains how vending is a buyer's market with an endless supply of locations to capture. You will learn how to judge the value of a location, with specific price guidelines based on the characteristics of each location. With this information you will be able to avoid the twin mistakes of undervaluing or overvaluing a location. You will be provided an outline of exactly what you need to get started, and what to do with these tools. Detailed guidelines will help you prepare for your first presentation and how to deal with objections and questions. You will learn the importance of "singers" and the right way and wrong way to use them. We explain how to deal with a request for a guarantee and how to turn such a discussion to your advantage. You will also learn how to allocate your time to best advantage.

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