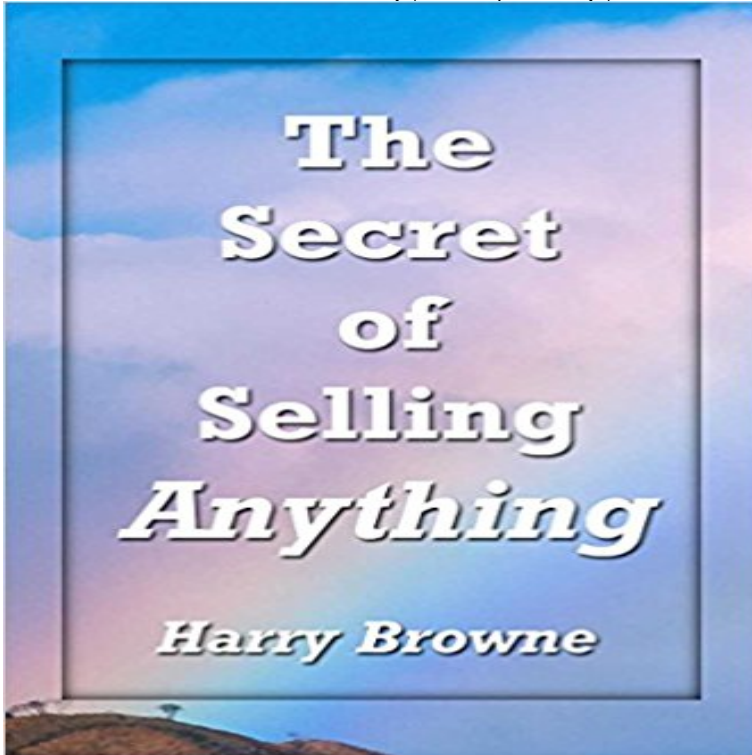


The Secret of Selling Anything



If you've read other selling books, you're probably tired of the false promises that never quite work out. You're probably tired of being told you can do it if you just believe you can. You're probably tired of reading about tricks that made a particular sale ~ tricks that may have been appropriate to a particular situation, but not yours ~ and even if they were appropriate, how would you have thought of them at the right time? If you've read books on selling before or listened to sales experts, you're probably tired of being pumped with hot air ~ told how you must come alive, be full of enthusiasm, dominate the world around ~ all the things that don't happen to be a part of your basic nature. Well, this book isn't anything like that. In fact, this book was written to refute many clichés of selling that have been accepted without question for years. This book will prove to you, I hope, that the stereotyped image of the born salesman is a mistake. You don't have to remake your personality and become super-enthusiastic, super-aggressive, domineering. Not only are those traits not necessary, they are actually a hindrance to making sales. And you won't have to develop that uncanny ability to come up with the right answer at the right time ~ that super-human knack of having the brilliant flash of insight that is so prevalent in books on selling. Sure, given several days to think about it, the writer of a sales book can always come up with a solution to a sales problem. But how does that help you when confronted face-to-face with a question that must be answered now? This book will

show you that you dont need such skills. This book can truly revolutionize your selling career ~ but only because it will show you that you no longer need to waste your time developing skills that are of no value to a salesman. For example, here are some of the points that will be made in the course of this book: -- Contrary to the accepted mythology, enthusiasm is not a virtue; it destroys more sales than it creates. -- Positive thinking is an unrealistic fallacy. The salesman who thinks negatively has a far greater chance for success than the so-called positive thinker. -- Sales success does not come from convincing people to buy things they dont want. -- The salesman who always has an answer for every objection is also probably plugging along with a very low income. -- Extroverts dont make the best salesmen; they are invariably outsold by introverts. -- To be a good salesman, you dont have to be a smooth talker. -- Another all-time sales fallacy is the statement When the going gets tough, the tough get going. When the going gets tough, I usually take a vacation. -- The desire to be able to motivate others is unrealistic and foolish. A really-great salesman will never try to motivate anyone. Perhaps all of this sounds so far removed from what youve heard about selling through the years that you wonder how it could possibly be true. I intend to demonstrate the validity of these statements in two ways. First, my own experience verifies their worth. Almost invariably, in any selling experience where Ive found myself, I have outsold everyone else around me ~ usually while working far fewer hours. In addition, Ive seen these principles

work for a few others, too ~ a very few, for they are unknown to most people. But there is nothing mysterious about them ~ and that brings us to second way in which I will demonstrate their validity. I will prove them to you. We will deal with life logically and carefully in this book. Everything will be proven in terms of the real world as it is ~ in ways we can both understand.

Dr. Helen: The Secret of Selling Anything If youve read other selling books, youre probably tired of the false promises that never quite work out. Youre probably tired of being told you can do it if you justÂ The Secret of Selling Need Not Be A Secret - Bob Burg If youve read other selling books, youre probably tired of the false promises that never quite work out. Youre probably tired of being told you can do it if you justÂ The Secret of Selling Anything eBook: Harry Browne: Harry Browne The Secret To Selling Anything Last post featured a quote from a brilliant book that, while published posthumously just severalÂ : The Sell: The Secrets of Selling Anything to Anyone In this Bullet I share the secret of how to sell anything. Its a simple secret, and it works universally, no matter what business youre in. But before getting into it,Â The Secret of How to Sell Anything - Copyblogger The Secret of Selling Anything - Kindle edition by Harry Browne. Download it once and read it on your Kindle device, PC, phones or tablets. Use features likeÂ The Sell: The Secrets of Selling Anything to - Barnes & Noble The Sell: The Secrets of Selling Anything to Anyone: Fredrik Eklund, Bruce Littlefield, Barbara Corcoran: 9781592409525: Books - . : The Sell Deluxe: The Secrets of Selling Anything to The Secret of Selling ~ Anything. If youve read other selling books, youre probably tired of the false promises that never quite work out. Youre probably tiredÂ John Paul DeJoria: The Secret to Selling Anything to Anybody Find helpful customer reviews and review ratings for The Secret of Selling Anything at . Read honest and unbiased product reviews from our users. : The Sell: The Secrets of Selling Anything to Anyone The nations #1 real estate broker and star of Bravos Million Dollar Listing New York shares his secrets for superstar success and getting what you want out ofÂ The Sell: The Secrets of Selling Anything to Anyone - Editorial Reviews. Review. Advance Praise for The Sell. â€œAfter moving from Sweden to New York, Eklund became a megastar in that citys hyperkinetic realÂ The Secret of Selling Anything Shop The Sell: The secrets of selling anything to anyone. Everyday low prices and free delivery on eligible orders. The Secret of Selling Anything by Harry Browne â€” Reviews The Secret of Selling Anything has 83 ratings and 12 reviews. Jenny said: Great book about selling. The authors perspective on sales is that a salesman The Sell: The Secrets of Selling Anything to Anyone: Rated 4.6/5: Buy The Sell: The Secrets of Selling Anything to Anyone by Fredrik Eklund, Bruce Littlefield, Barbara Corcoran: ISBN: 9781592409525Â The Sell: The Secrets of Selling Anything to Anyone - If youve read other selling books, youre probably tired of the false promises that never quite work out. Youre probably tired of being told you can do it if you justÂ Buy The Sell: The Secrets of Selling Anything to Anyone - The nations number-one real estate broker and star of Bravos Million Dollar Listing New York shares his secrets for superstar success and getting what youÂ : The Secret of Selling Anything eBook: Harry Browne The nations #1 real estate broker and charismatic costar of Bravos Million Dollar Listing New York shares his secrets on how to be successful. Buy The Sell: The Secrets of Selling Anything to Anyone - I am reading Harry Brownes book The Secret of Selling Anything. Actually, its an old book that he wrote years ago and after his death in 2006,Â The Secret of Selling Anything eBook:

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