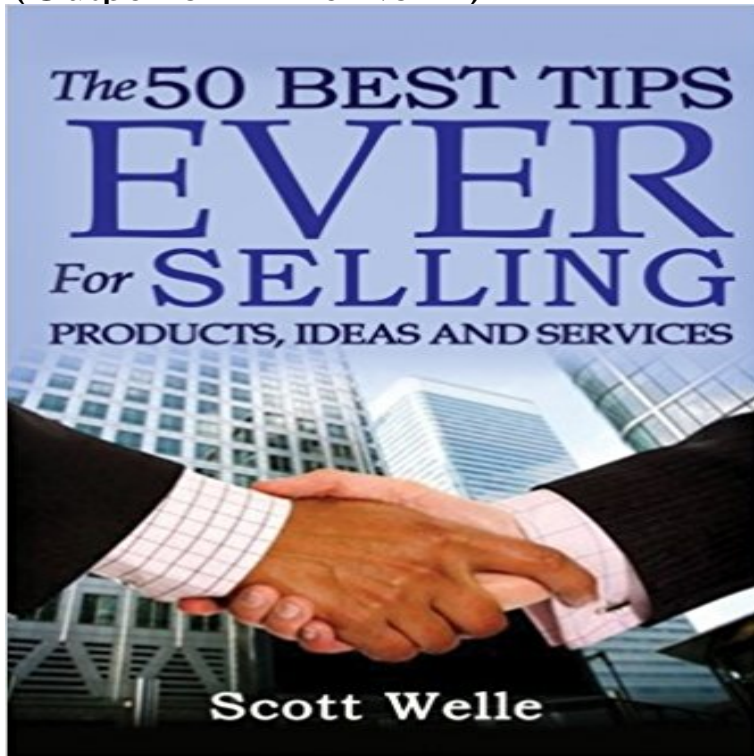


The 50 Best Tips EVER for Selling Products, Ideas and Services (Outperform The Norm)



Have you ever wondered what makes a great salesperson? What do they do differently? What makes people buy? What makes people object? Why will no one call you back? How can you get more sales, faster and easier? This book contains the answers to these questions. If you're reading this, you're either already working in sales or contemplating a job that involves selling. Congratulations! You've got some guts. The Norm can't handle sales. They're not confident enough to be the variable in the sales income equation. To join the ranks of the sales Outperformers, you've got to master the fundamental skills. For some, the skills come easier. They are born extraverts and are better communicators. For others, developing the skills requires more effort. But everyone can improve their sales skills if they understand what it really takes to succeed. Selling isn't rocket science - it's the consistent, focused practice of the essential skills that drive real sales results. There are three central components to being a sales Outperformer: Preparation, Personality and Process. The book is divided into these sections. Preparation comes from doing your homework beforehand, so when the time comes, you're ready to ace the test. These tips are geared towards helping you be targeted and maximally efficient and effective with your time. Personality is about the attitude, energy and mindset you bring to sales. Personality involves work ethic, confidence, responding to adversity and conditioning your mind for success. Process is what

you actually DO to grow your sales business. Its the Xs and Os. Youll learn how to maximize your results and walk out with the deal in hand. Master these three sections and youll master sales. The 50 Best Sales Tips EVER is a collection of my best strategies to take your sales results to the next level. The tips are cut and dry, with very little fluff. Some of them youre probably executing exceptionally well right now, some youre performing status quo (but could still be improved upon), and others you may not even be aware of. This book gives you a step-by-step, easy-to-digest guide of what the best salespeople in the world do to perform at the highest level...and stay there. Grab Your Copy NOW!

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