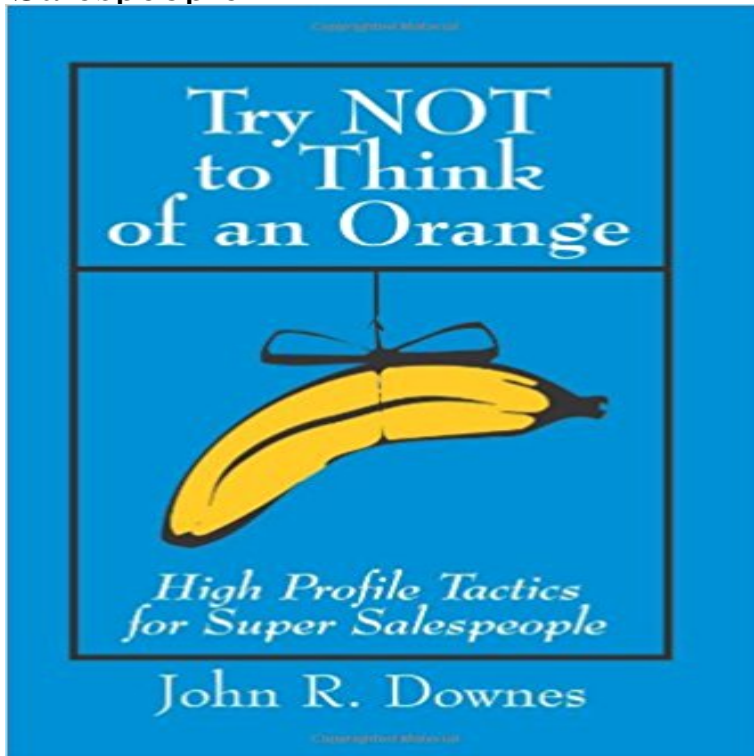


# Try Not To Think of an Orange: High Profile Tactics for Super Salespeople



The super salesperson knows he or she cannot simply march in place. Being unique and a top performer requires a constant striving for new weapons and a zest for the limelight. Herein lies a philosophy that encourages a person you choose to persuade to reach out for your product or service or point of view in the same way a kitten reaches out for a ball of yarn. This book contains a mountain of innovative sales tactics that will enrich your individuality, persuasion-ability, and personal powers. Discover Pulling the String, The Fifth W, Guts to Fail, Ray Gun, Cliffhangers, Theater of the Mind, Yo-yo Effect, Non-negotiable Factors, Star Quality, FBI Interrogation School Questions, Mystifying Statements, Carrots, Stacking the Bricks, Trip to Europe Questions, and more. This book goes beyond those whats with the authors alter ego, Jimmy Dover, whose chameleon-like ability to match up with different temperaments, educational backgrounds, and personalities leaves them feeling good and disposed to buy, as he demonstrates the hows in an amazing montage of diverse selling situations.

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