



## Sales Success: The Brian Tracy Success Library

By Brian Tracy

Amacom. Hardback. Book Condition: new. BRAND NEW, Sales Success: The Brian Tracy Success Library, Brian Tracy, Eighty percent of all sales are made by just twenty percent of sales people. What's surprising to discover is that those top professionals perform only a bit better than their peers in certain critical areas. By excelling in these capabilities, you can earn money faster, have more success, and gain greater career satisfaction than you ever thought possible. In this compact and convenient guide, sales trainer extraordinaire Brian Tracy reveals how anyone can get that winning edge. He shares 21 tried-and-true techniques to: set clear goals and achieve them; develop a sense of urgency and make every minute count; stay motivated; know your products inside and out; analyze your competition; identify competitive advantage; develop your sales strategy; find and quickly qualify prospects; create rapport early and build trust; understand the three keys to persuasion; master the elements of an effective presentation; use the power of suggestion; establish 'megacredibility'; overcome the six major objections; ask for action; and, advance your career by following up. Packed with proven strategies and priceless insights, this handy little book will help you take your sales game to unprecedented new...



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## Reviews

This is the finest publication we have read through right up until now. Better then never, though i am quite late in start reading this one. Its been written in an remarkably easy way in fact it is only after i finished reading through this book by which basically altered me, affect the way i think.

-- Dr. Gabriella Hayes

A fresh e-book with a brand new standpoint. Sure, it is play, nevertheless an interesting and amazing literature. Its been printed in an extremely straightforward way and it is just soon after i finished reading this pdf where in fact modified me, change the way in my opinion.

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