

Robert L. Shook

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# Ten Greatest Salespersons

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## Ten Greatest Salespersons:

**Ten Greatest Salespersons** Robert L. Shook, 1980-02      **Ten Greatest Salespersons** Robert L. Shook, 1978      **The Top Ten Mistakes Salespeople Make and How to Avoid Them** Todd Duncan, 2007-02-04 Todd Duncan's revolutionary approach to selling yourself as well as the product has become an inspiration for tens of thousands of salespeople around the world In *The Top Ten Mistakes Salespeople Make and How to Avoid Them* he focuses his expertise on the most common and destructive blunders salespeople make and how you can prevent them Based on thousands of interviews years of research and two decades of personal sales experience this book is specifically designed to help you steer clear of the ten most fatal selling mistakes like trying to sell before training to sell making unplanned calls on unknown customers and selling your product before knowing your customer Duncan also shows you how to build a life based business instead of a business based life finding that delicate but essential balance between work and home Packed with Todd Duncan's sought after sales wisdom and energy this book will give you the tools to avoid the pitfalls sharpen your sales skills and become the best salesperson you can be      **Hardball Selling** Robert L Shook, 2003-12-01 Straightforward strategies for those who want to take control of the sale and join the winning top 5 percent of the sales force Get your foot in the door Control the sale without manipulation Create a sense of urgency Let the buyer participate Learn the crucial subtleties of an aggressive approach Target the biggest sales Sell abroad And much more For many companies 20 percent of their sales force generates 80 percent of their sales volume In this hands on guide Robert L Shook a master salesman teaches the high pressure strategies that mean the difference between a super seller and a salesperson The methods spelled out in this book describe what it takes to be in the elite 5 percent In *Hardball Selling* Shook inspires all salespeople to dare to be different and master hard selling without browbeating or offending customers Shook spent 17 years in the trenches perfecting his successful strategies Using the four basic principles of hardball selling he guides you through all the steps from getting past the gatekeeper to the single minded tactics necessary to close a sale Shook's *Hardball Selling* is provocative and controversial and filled with wonderful selling tips I highly recommend it to every salesperson Martin D Shafiroff the world's No 1 stockbroker      *How to be the Complete Professional Salesperson* Robert L. Shook, 1994 A bestselling author offers tips strategies and examples from his successes on how to become the best salesperson The psychological and interpersonal aspects of selling are timeless and Shook's very basic advice should be welcomed by a new generation of professional salespersons Booklist      *The Good Life Rules* Bryan Dodge, Matt Rudy, 2009-01-04 Learn one of the most life changing messages in the world from one of its most dynamic speakers Bryan Dodge's message is spreading from coast to coast and transforming lives day by day With 600 000 radio listeners at Dallas WBAP and hundreds of speaking engagements each year Dodge definitely has something to say Something that could change your life in 48 hours His message is this the good life is within our reach once we know how to find it His simple but powerful lessons show us the way to find more satisfaction at work and at home how to embrace

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