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Ten Greatest Salespersons Robert L. Shook,1980-02

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The Top

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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

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Table of Contents Ten Greatest Salespersons

1. Understanding the eBook Ten Greatest Salespersons
 - The Rise of Digital Reading Ten Greatest Salespersons
 - Advantages of eBooks Over Traditional Books
2. Identifying Ten Greatest Salespersons
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in a Ten Greatest Salespersons
 - User-Friendly Interface
4. Exploring eBook Recommendations from Ten Greatest Salespersons
 - Personalized Recommendations
 - Ten Greatest Salespersons User Reviews and Ratings

- Ten Greatest Salespersons and Bestseller Lists
- 5. Accessing Ten Greatest Salespersons Free and Paid eBooks
 - Ten Greatest Salespersons Public Domain eBooks
 - Ten Greatest Salespersons eBook Subscription Services
 - Ten Greatest Salespersons Budget-Friendly Options
- 6. Navigating Ten Greatest Salespersons eBook Formats
 - ePub, PDF, MOBI, and More
 - Ten Greatest Salespersons Compatibility with Devices
 - Ten Greatest Salespersons Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Ten Greatest Salespersons
 - Highlighting and Note-Taking Ten Greatest Salespersons
 - Interactive Elements Ten Greatest Salespersons
- 8. Staying Engaged with Ten Greatest Salespersons
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Ten Greatest Salespersons
- 9. Balancing eBooks and Physical Books Ten Greatest Salespersons
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Ten Greatest Salespersons
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Ten Greatest Salespersons
 - Setting Reading Goals Ten Greatest Salespersons
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Ten Greatest Salespersons
 - Fact-Checking eBook Content of Ten Greatest Salespersons
 - Distinguishing Credible Sources

13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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