

The Sales Bible By Jeffrey Gitomer

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The Sales Bible has helped salespeople all over the world reach their full potential. This NEW EDITION includes Jeffrey Gitomer's personal social selling and social media game plan. This is the latest sales information from the global authority on sales and selling. Jeffrey's proven sales approach is even more effective with today's customer.

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syndicated column, "Sales Moves," which appears in business journals in the U.S. and Europe.

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"The Sales Bible" is a catalog of sales tips and rule of thumbs, which every salesperson should know. Jeffrey Gitomer gives useful advice to selling in an unfavorable economy, which is truly motivating and inspiring. We heartily recommend this useful book, to all salespeople who need all the encouragement they can get.

The Sales Bible Summary - Jeffrey Gitomer | PDF & Audiobook

Jeffrey Gitomer is the author of The New York Times best sellers The Sales Bible, The Little Red Book of Selling, The Little Black Book of Connections, and The Little Gold Book of YES! Attitude. All of his books have been number one best sellers on Amazon.com, including Customer Satisfaction is Worthless, Customer Loyalty is Priceless, The Patterson Principles of Selling, The Little Red Bo AUTHOR.

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Jeffrey Gitomer's 10.5 Commandments of Sales Success The guiding principles of sales mastery 1. THINK. The sale is in your head. The mindset by which you approach the sale will determine its outcome more than any other element of the selling process. Frame of mind and mindset. Friendly, smiley, enthusiastic,

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The Sales Bible is a very comprehensive book that covers all aspects of the sales cycle. Whether you work in a large company with a rigid sales process or a small company selling new products this book will help. I haven't read any of Gitomer's other books and found this one to be the latest; hence why I bought it.

The Sales Bible, New Edition: The Ultimate Sales Resource ...

My Notes on "The Sales Bible – The Ultimate Sales Resource" by Jeffrey Gitomer: The new rules of selling. Say it (sell it) in terms of what the customers wants, needs, and understands (not in terms of what you've got to offer) Gather personal information (and learn how to use it) Built friendships (people want to buy from friends, not salesmen)

Book Summary: The Sales Bible by Jeffrey Gitomer

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Jeffrey Gitomer is a global authority on sales and customer service, and his books have sold more than a million copies world-wide. The Sales Bible, now an industry classic, has been a steady best seller for over a decade. Based on the principle of sales education with real-world, proven results, this book gives you cutting-edge information and answers you can take into the street and turn into ...

The Sales Bible: The Ultimate Sales Resource, New Edition ...

Overview. Since its initial publication in 1994, Morrow's hardcover edition of Jeffrey Gitomer's THE SALES BIBLE has sold over 117,000 copies, and another 100,000 in paperback (published by Wiley). But in the 13 years since then, Gitomer has made himself into a sales powerhouse with huge success around an inventively packaged series of books, with his classic THE LITTLE RED BOOK OF SELLING at its heart. Now at last, Gitomer has taken the title that began it all, and has completely revised it.

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In an area where there are literally dozens of works already available, The Sales Bible will prove helpful to anyone who listens to it. ©2008 Jeffrey Gitomer (P)2008 Simon and Schuster, Inc. More from the same

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