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The One-Page Sales Coach: New and Revised (Paperback)

By MR Dean Minuto

Createspace, United States, 2012. Paperback. Book Condition: New. 213 x 137 mm. Language: English . Brand New Book ***** Print on Demand *****.REVISED AND UPDATED VERSION ALL NEW GRAPHICS to INCREASE RETENTION and PERSONAL ACTION SUMMARY sections after each lesson to help you to more QUICKLY APPLY THE BEST PRACTICES. Let s start with a question: Who do you need to get a yes from? Hearing a yes from what one person would make all the difference to you, (or your Team), whether personally or professionally? What if you could get to yes faster and more often? This book gives you powerful and simple tools that will help you get that yes faster than ever-- with Personal Action Summary sections after each lesson to help you implement what you learn. The One-Page Sales Coach is a massively distilled summary of the key learning and best practices from Dean Minuto s twenty years of sales coaching-and the best news is that he delivers it in a guidebook you can read on a short plane ride. You ll find all of the above framed as six lessons that you can read in ninety minutes and apply immediately. There are hundreds of thousands...

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