

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success!

By Warren Greshes

Download now

Read Online

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes

"Over the years, I have seen them all, and Warren Greshes is one of the very best. In his wonderful new book, Warren distills a lifetime of sales training into sixteen actionable tools, which, if you use them, will guarantee that you too reach your goals."
-Mark Terry, President, Harman Pro Group

"A great read! Warren says it all in a way that's not only easy to understand, but even easier to implement. No need to ever read another book on this subject."
-John Gamauf, President Consumer Replacement Tire Sales Bridgestone Firestone North American Tire, LLC

"Put this book on your must-read list if you want to learn successful strategies for taking your distribution team to the next level. Through motivation and education, Warren Greshes has captivated our very best top managers and producers. He pushes them to succeed and to keep their goals out in front of them, all the while maintaining a clear message, infused with his sense of humor. Warren has helped pave our way to success."
-Bernadette Mitchell, Vice President Retirement Benefits Group, AXA Equitable

"Warren is truly an expert in the field of sales! His grassroots ideas are practical, designed for immediate implementation, and are sure to lead to top-notch results. This book is a must-read for those new to sales and those veteran salespeople who want to take their skills to the next level."
-Raj Madan, corporate marketing executive, financial services industry

Download The Best Damn Sales Book Ever: 16 Rock-Solid Rules ...pdf

Read Online The Best Damn Sales Book Ever: 16 Rock-Solid Rul ...pdf

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success!

By Warren Greshes

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes

"Over the years, I have seen them all, and Warren Greshes is one of the very best. In his wonderful new book, Warren distills a lifetime of sales training into sixteen actionable tools, which, if you use them, will guarantee that you too reach your goals."
-Mark Terry, President, Harman Pro Group

"A great read! Warren says it all in a way that's not only easy to understand, but even easier to implement. No need to ever read another book on this subject."
-John Gamauf, President Consumer Replacement Tire Sales Bridgestone Firestone North American Tire, LLC

"Put this book on your must-read list if you want to learn successful strategies for taking your distribution team to the next level. Through motivation and education, Warren Greshes has captivated our very best top managers and producers. He pushes them to succeed and to keep their goals out in front of them, all the while maintaining a clear message, infused with his sense of humor. Warren has helped pave our way to success."
-Bernadette Mitchell, Vice President Retirement Benefits Group, AXA Equitable

"Warren is truly an expert in the field of sales! His grassroots ideas are practical, designed for immediate implementation, and are sure to lead to top-notch results. This book is a must-read for those new to sales and those veteran salespeople who want to take their skills to the next level."
-Raj Madan, corporate marketing executive, financial services industry

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes Bibliography

- Sales Rank: #185555 in Books
- Brand: imusti
- Published on: 2006-03-17
- Original language: English
- Number of items: 1
- Dimensions: 8.80" h x .75" w x 5.75" l, .73 pounds
- Binding: Hardcover
- 208 pages

Download The Best Damn Sales Book Ever: 16 Rock-Solid Rules ...pdf

Read Online The Best Damn Sales Book Ever: 16 Rock-Solid Rul ...pdf

Download and Read Free Online The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes

Editorial Review

Review
The big secret to sales success? A simple truth: Motivated, positive, goal-oriented people are usually the ones who sell the most. Even if you don’t think you have these vital qualities, you can develop them in yourself — with the right help. (*Realtor Magazine*, July 2006)

From the Inside Flap

There are an endless number of sales books that purport to let the reader in on the secrets of great selling. And many of them even have useful ideas and tips. But it doesn't matter how many tricks a salesperson has at hand if he or she doesn't have the one most important weapon in any salesperson's arsenal: the motivation to get out there and sell!

Rhetorical tricks and clever devices, even if they're occasionally effective, don't make great salespeople; hard-working, self-motivated, optimistic people do. The cold, hard truth is that there really isn't any great big secret to sales success. There's only the simple truth: motivated, positive, goal-oriented people are usually the ones who sell the most.

Fortunately, even if you don't think you have these vital qualities, you can develop them in yourself—with the right help. You can learn to motivate yourself to action. You can learn to project a friendly, positive attitude. The Best Damn Sales Book Ever will show you how. Plus, it shows you how to de-sign a set of goals and an action plan that help you focus your efforts and stay on a successful track.

Inside, you'll find wise and practical advice on:

- Motivating yourself today, tomorrow, and into the future
- Setting long-term goals that spur you to action
- Creating a written action plan for your life, career, or business
- Developing a positive mental vision of yourself
- Becoming an expert advisor and resource to your clients
- Doing more than you have to do
- Constantly practicing and preparing
- Creating and selling value, rather than products and prices
- Being persistent but not pushy
- Knowing your customers inside and out
- Loving what you do every day!

This book doesn't cover the art of prospecting, closing, gathering referrals, or presentation. There are a thousand books that rehash those basics. While those skills are important, they're practically useless without the right attitude and motivation. The Best Damn Sales Book Ever is a one-of-a-kind guide to what it truly takes to achieve and maintain real sales success.

From the Back Cover

"Over the years, I have seen them all, and Warren Greshes is one of the very best. In his wonderful new

book, Warren distills a lifetime of sales training into sixteen actionable tools, which, if you use them, will guarantee that you too reach your goals."
—Mark Terry, President, Harman Pro Group

"A great read! Warren says it all in a way that's not only easy to understand, but even easier to implement. No need to ever read another book on this subject."
—John Gamauf, President Consumer Replacement Tire Sales Bridgestone Firestone North American Tire, LLC

"Put this book on your must-read list if you want to learn successful strategies for taking your distribution team to the next level. Through motivation and education, Warren Greshes has captivated our very best top managers and producers. He pushes them to succeed and to keep their goals out in front of them, all the while maintaining a clear message, infused with his sense of humor. Warren has helped pave our way to success."
—Bernadette Mitchell, Vice President Retirement Benefits Group, AXA Equitable

"Warren is truly an expert in the field of sales! His grassroots ideas are practical, designed for immediate implementation, and are sure to lead to top-notch results. This book is a must-read for those new to sales and those veteran salespeople who want to take their skills to the next level."
—Raj Madan, corporate marketing executive, financial services industry

Users Review

From reader reviews:

Sam Holmes:

Do you have something that you prefer such as book? The reserve lovers usually prefer to pick book like comic, short story and the biggest an example may be novel. Now, why not seeking The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! that give your pleasure preference will be satisfied by simply reading this book. Reading routine all over the world can be said as the method for people to know world far better then how they react to the world. It can't be said constantly that reading practice only for the geeky man or woman but for all of you who wants to be success person. So , for all of you who want to start examining as your good habit, you can pick The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! become your personal starter.

Charles Dame:

Beside this specific The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! in your phone, it may give you a way to get closer to the new knowledge or data. The information and the knowledge you are going to got here is fresh through the oven so don't become worry if you feel like an outdated people live in narrow commune. It is good thing to have The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! because this book offers to your account readable information. Do you occasionally have book but you do not get what it's facts concerning. Oh come on, that will not happen if you have this within your hand. The Enjoyable set up here cannot be questionable, such as treasuring beautiful island. Use you still want to miss that? Find this book and read it from currently!

Laurie Dunn:

Do you like reading a e-book? Confuse to looking for your chosen book? Or your book has been rare? Why so many query for the book? But virtually any people feel that they enjoy regarding reading. Some people likes reading through, not only science book but in addition novel and The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! or maybe others sources were given know-how for you. After you know how the great a book, you feel want to read more and more. Science guide was created for teacher or maybe students especially. Those books are helping them to put their knowledge. In various other case, beside science book, any other book likes The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! to make your spare time more colorful. Many types of book like this.

Joyce Hazel:

Reserve is one of source of information. We can add our expertise from it. Not only for students but additionally native or citizen have to have book to know the change information of year in order to year. As we know those ebooks have many advantages. Beside most of us add our knowledge, may also bring us to around the world. From the book The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! we can get more advantage. Don't you to be creative people? To get creative person must love to read a book. Just choose the best book that acceptable with your aim. Don't possibly be doubt to change your life at this time book The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success!. You can more desirable than now.

Download and Read Online The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes #18ULBEW5MV0

Read The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes for online ebook

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes books to read online.

Online The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes ebook PDF download

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes Doc

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes Mobipocket

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes EPub