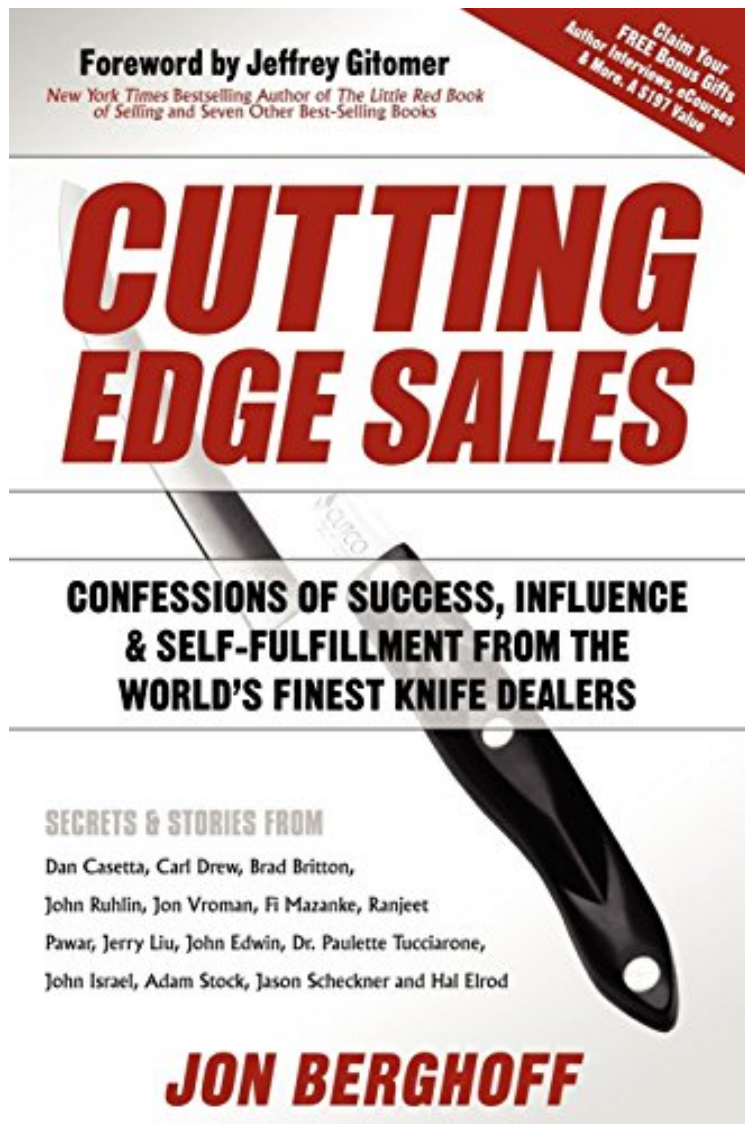



[Ebook free] Cutting Edge Sales: Confessions of Success, Influence Self-Fulfillment from the World's Finest Knife Dealers

## Cutting Edge Sales: Confessions of Success, Influence Self-Fulfillment from the World's Finest Knife Dealers

*Jon Berghoff*

*\*Download PDF | ePub | DOC | audiobook | ebooks*



 Download

 Read Online

#1374628 in eBooks 2009-09-01 2009-09-01 File Name: B004GXB13M | File size: 29.Mb

**Jon Berghoff : Cutting Edge Sales: Confessions of Success, Influence Self-Fulfillment from the World's Finest Knife Dealers** before purchasing it in order to gage whether or not it would be worth my time, and all praised Cutting Edge Sales: Confessions of Success, Influence Self-Fulfillment from the World's Finest Knife Dealers:

3 of 3 people found the following review helpful. Change your whole perspective about selling/consulting/dreaming/winning!By DreadzCutting Edge Sales could be described as an anecdotal reprint of Dale

Carnegie's *How to Win Friends and Influence People*, Ron Karr's *Lead, Sell, or Get Out of the Way*, and Rhonda Byrne's *The Secret*: The stories include changing your mindset about selling, approaching people with a genuine interest in their lives and their hopes, taking complete responsibility for your actions and getting up off your butt to make some sales! The stories that each author tell aren't always related to sales of Cutco and often, the stories have way more meaning than selling. You'll find in *Cutting Edge Sales* inspiration to improve yourself, motivation to make more calls, book more demos, and close more sales, and you'll learn insider tips on how to make yourself the best salesperson you know. Approach the book as a guide- pick stories you love and read them often. Pick stories you like and take from them the tips that will help you. Every author's section is relatively short and includes a bullet-summary at the end to refresh the key points in your mind. In short, expect *Cutting Edge Sales* to give you all the tools you need to be successful as a salesperson. But also, expect from yourself the new standards that those tools will allow you to hold for yourself. A great investment for any salesperson and required reading for a Cutco dealer!! 2 of 2 people found the following review helpful. Definitely a good read By Richard White I really enjoyed the diversity contained in this book by the different authors and found the information contained helpful in gaining increased clarity about what I feel sales is all about. I recommend anyone in sales devour this book with an open mind. There are some typo's throughout the book, don't lose the lessons contained because of them. 1 of 1 people found the following review helpful. simple and simply the best By Himanshu It is needless to waste your time in finding a book which can teach you better on sales or on how to meet your daily challenges. Must read for those who just started in sales or are yet to make a mark in this field.

Since 1949, a growing culture of Cutco Cutlery salespeople has been quietly grooming our nation's youth to be the next generation of CEOs, philanthropists and entrepreneurial success stories. For the first time in manuscript form, twelve former and three current Cutco Cutlery sales professionals--with over \$300 million combined in Cutco Cutlery sales--have gathered together to collaborate and share their influence, secrets and real world wisdom with sales professionals, business owners and entrepreneurs across the globe. As a true expression of their willingness to give back, each author involved in this project agreed to donate 100% of their royalties to the charity of their choosing. Your purchase of this book will help the authors in their quest to positively transform the world. Your execution of the *Cutting Edge Sales* lessons will positively transform you and your business.

"I started in direct sales: nothing taught me more about the sales process and the importance of continuous learning than that experience. Everybody needs the practical wisdom contained in *Cutting Edge Sales*; it is a historic, revolutionary memoir." -- Brian Tracy "Chairman and CEO Brian Tracy International, Best-Selling Author of over 45 books, including *21 Success Secrets of Self-Made Millionaires*"