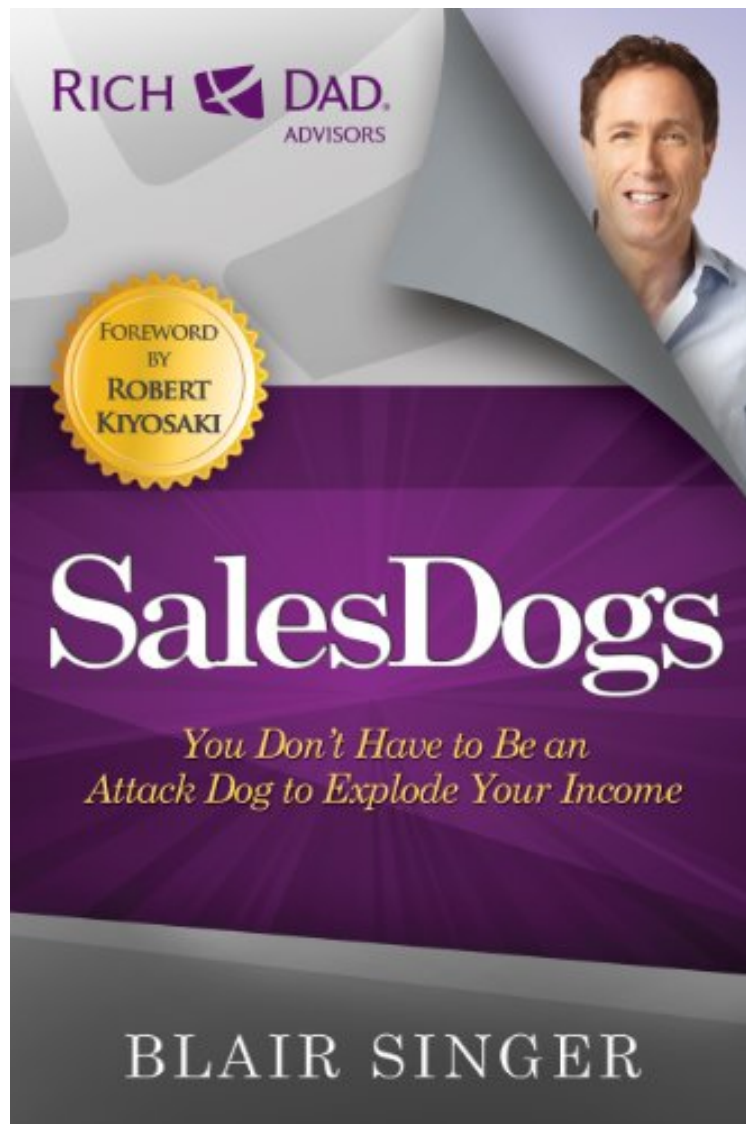


(Ebook free) Sales Dogs: You Don't Have to be an Attack Dog to Explode Your Income (Rich Dad's Advisors (Paperback))

Sales Dogs: You Don't Have to be an Attack Dog to Explode Your Income (Rich Dad's Advisors (Paperback))

Blair Singer

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Blair Singer : Sales Dogs: You Don't Have to be an Attack Dog to Explode Your Income (Rich Dad's Advisors (Paperback)) before purchasing it in order to gage whether or not it would be worth my time, and all praised Sales Dogs: You Don't Have to be an Attack Dog to Explode Your Income (Rich Dad's Advisors (Paperback)):

5 of 6 people found the following review helpful. Watch out for the CAT that the Dog can never CATCHBy Miguel HidalgoI am going to be put in the dog house for this review :("Bow," where's the "WOW," toss me the meaty bone;

not a few scraps. At first, I was entertained by this book. Then, as I began diverting more attention to the content and focus of the book, I felt let down. I had just finished reading Mr. Kiyosaki's Four Quadrants, a spectacular book. I was expecting the same quality. Unfortunately, this book is not focused enough. It lacks the 'quality quotient' from the previous books I had read from the Rich Dad/Poor Dad Series. In a positive tone, I learned quite a bit from his imagery of comparing sales traits to different types of dogs. The book provided great exercises that were easy to follow and they worked for changing my sales performance! It also provided me with a quick and easy reference about how to utilize and differentiate sales people responding in different situations. However, do not rely on this book. It misses quite a few important elements for sales that are relevant to the introduction provided by Mr. Kiyosaki, and the theme of this book. Continue the learning process about how to be a great salesperson.

1 of 1 people found the following review helpful. Every Salesman should read!!!! By Jesse Garcia This book is an EXCELLENT book for every salesman or salesdog the way the book put it. The book lets you know on how to be a salesman your own way, and not how most sales team want you to be (an exact copy of them). The way the book puts it there's 5 types of sales people and everyone is unique and different. Great book to know your inner salesman and know where you stand as a salesman. Also gives great advice on that managing a sales team every manager should know! Great book! Must read!

0 of 0 people found the following review helpful. Good book! By Chibetin It is a good book. I do believe everything in life is sales as author says, but other than hearing the personalities of the types of sales dogs, this book would greatly benefit from giving more real life actual examples on actual transactions made and with details to help better understand the sales skills he talks about.

The number one skill for any entrepreneur or business owner is the ability to sell. Why? Because sales = income. Yet, many fail financially not because they do not have great ideas or even good work ethic, but typically because they don't know how to, refuse to, are afraid to, or don't think it is important to know how to sell. Sales Dogs was written as the very first of the Rich Dad Poor Dad how-to; Advisory series to teach in a very fun and impactful way how to overcome the fears, the myths and the obstacles to selling your products, services or yourself. It then teaches a simple, time-proven process of selling that will generate great income in most any business. The reader will learn the five most important selling skills to master, how to overcome any objection, manage a territory and much more. The book quickly de-bunks the idea that you have to be an overly aggressive attack dog; to be successful. It uses the metaphor of man's best friend; to say that a great sales person is like a loyal, persistent and lovable canine. It stipulates that there are five different breeds; or personalities of Sales Dogs that can each make a lot of money by playing to its strength. You will learn how to identify, maximize and train to that strength and also how to teach others on your team to do the same. While the book is fun and engaging, it also dives deep into the personal development issues that block a person's ability to generate income and how to overcome them. The book is perfect for first time salespeople, individuals who are uncomfortable with the notion of selling; those who need to train others to sell and those who want to simply get better quicker.

About the Author Blair Singer is a Sales Communication Specialist. He lives in Zephyr Cove, Nevada.