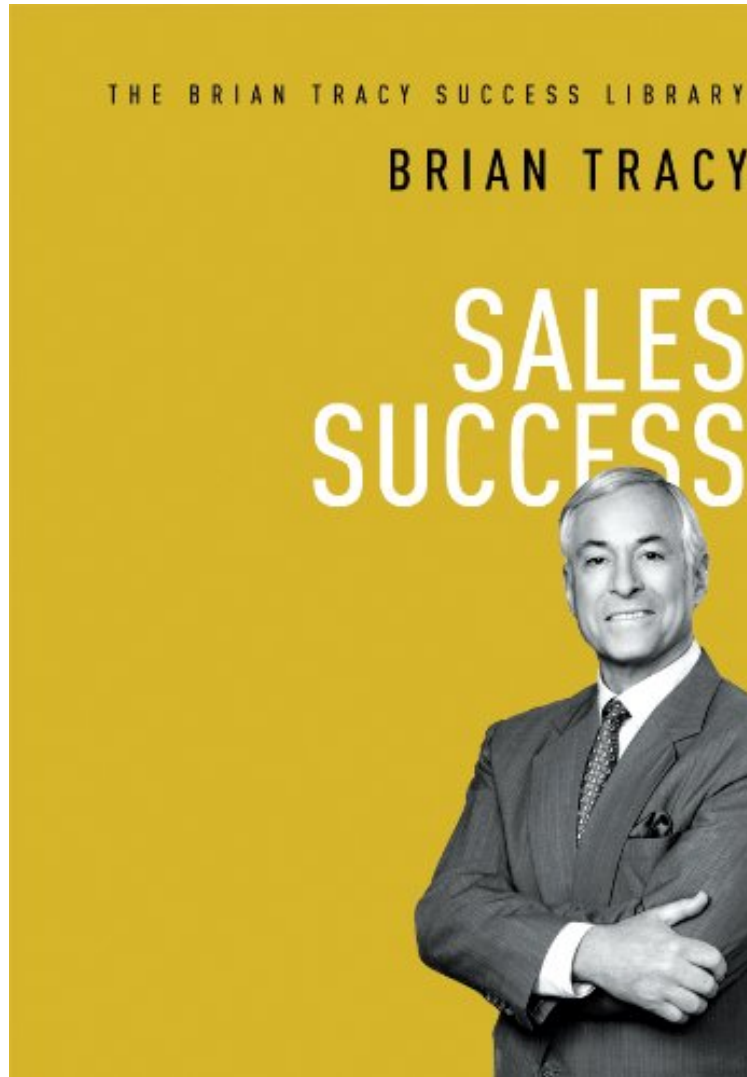


(Free) Sales Success (The Brian Tracy Success Library)

## Sales Success (The Brian Tracy Success Library)

*Brian Tracy*

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**Brian Tracy : Sales Success (The Brian Tracy Success Library)** before purchasing it in order to gage whether or not it would be worth my time, and all praised Sales Success (The Brian Tracy Success Library):

Eighty percent of all sales are made by just twenty percent of sales people. What's surprising to discover is that those top professionals perform only a bit better than their peers in certain critical areas. By excelling in these capabilities, you can earn money faster, have more success, and gain greater career satisfaction than you ever thought possible. In this compact and convenient guide, sales trainer extraordinaire Brian Tracy reveals how anyone can get that winning edge. He shares 21 tried-and-true techniques to: Set clear goals—and achieve them bull; Develop a

sense of urgency and make every minute count bull; Stay motivated bull; Know your products inside and out bull; Analyze your competition bull; Identify competitive advantage bull; Develop your sales strategy bull; Find and quickly qualify prospects bull; Create rapport early and build trust bull; Understand the three keys to persuasion bull; Master the elements of an effective presentation bull; Use the power of suggestion bull; Establish 'megacredibility' bull; Overcome the six major objections bull; Ask for action bull; Advance your career by following up Packed with proven strategies and priceless insights, this handy little book will help you take your sales game to unprecedented new heights.