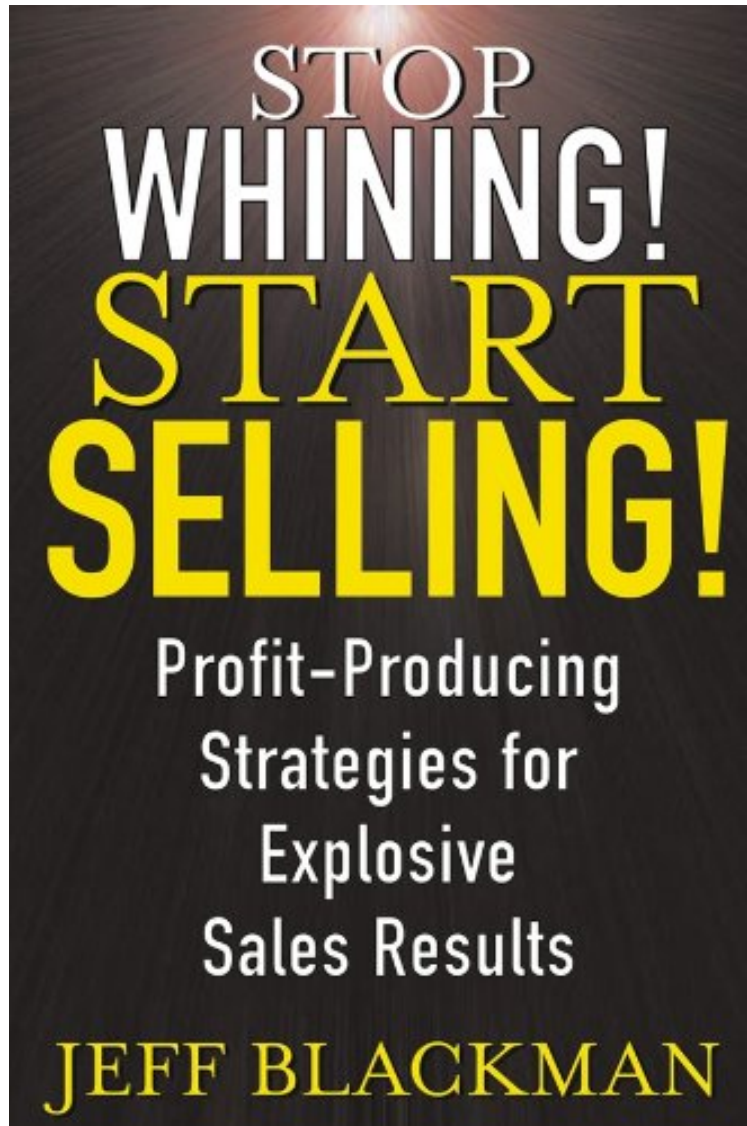


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Stop Whining! Start Selling!: Profit-Producing Strategies for Explosive Sales Results

Jeff Blackman

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books. He has thought provoking advice like "tell people who want to 'think it over' that it is an important decision and when you're buying a quality product like this, you should make sure you're making the right decision." This will then be followed up with a question like, "What exactly do you want to think about, so I can help by providing you with literature?" Most sales books just say to ask the question without laying the foundation that suggests your product is valuable. I really liked the book. It's my second favorite next to Dave's "Selling with Science and Soul". That book is still my top book for selling. 2 of 2 people found the following review helpful. The ultimate roadmap to sales success! By J.W. ALSTON In Stop Whining! Start Selling! Profit-Producing Strategies for Explosive Sales Results Jeff Blackman has written my kind of sales book. It reads as if Mr. Blackman, mentor, instructor, and sales expert, were right there insisting that you do what needs to be done. His book is the perfect roadmap for breaking into, thriving and advancing in one of the highest paying of all professions, sales! It's, full of pithy reminders, sage advice, and best of all, it is instructive and motivating. I own numerous books on sales, and some I've thumbed through, reading bits and pieces, some the reading of which is a chore. This book however, is a sales seminar on paper. Well crafted and full of down to earth information as of how to thrive, survive and advance in the one business where, once you master it, you'll never have to ask for a raise or for that matter work for anyone other than yourself. Sales is the ultimate profession and Jeff Blackman's book is the ultimate guide for any novice or pro who want to be more do more and sell more. 3 of 6 people found the following review helpful. Results. Now! By Roger E. Herman Blackman's focus is on results. His clients call him a "business growth specialist." In Stop Whining, Start Selling! Blackman fires tips, advice, reminders, and gentle prodding in short bursts that continually hit the mark. There's lots of substance, yet Blackman captures your attention with his conversational, fun style. You're absorbing his message because it's so comfortable to assimilate. This is a powerful book for sales professionals, sales executives, company owners, and the rest of us who sell every day. This book is packed with tested principles. Its 9 Profit Pillars, 100 Profit Points and over 827 growth strategies inform, remind, encourage and generate results and profits. Great for reading, as you settle into bed at night or to jumpstart your morning. It's an effective energizer and thought focuser. Once you read and apply its wisdom, you'll want to buy copies for others in your company or even customers and clients. Remarkably, it's the perfect gift for the seasoned veteran, the up and comer or even a new hire.

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