

SalesDog

Blair Singer

Sales Dogs Blair Singer,2001

Sales Dogs Blair Singer,2013-02-28 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. SalesDogs 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 SalesDogs 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.

Top Dog Sales Secrets Michael Dalton Johnson,2007-09

Little Voice Mastery Blair Singer,2013-05-28 Little Voice is the chatter in the six inches between your ears that turns you into a hero one minute and a dunce the next. The 21 proven techniques presented here will reprogram the Little Voice in your brain in 30 seconds. In Little Voice Mastery, author Blair Singer delivers strategies and techniques that will give readers the ability to: Maintain power in any pressure situation and stop debilitating chatter in their brain so they can attract what they want - now. Uncover and realize lifelong dreams Break through self-sabotaging habits Build powerful, lasting confidence Resurrect the hero inside of them

Foxhunt! Rich Hanes,2014 Captain Sebastian Valentino is a half-man, half-fox mercenary war veteran who loses the respect of his crew after a botched infiltration mission leaves his first officer and best friend dead. Matters grow worse when the powerful Canis Dominion places an unprecedented bounty on his head, leading an old enemy with a vendetta to pursue him.

Team Code of Honor Blair Singer,2013-02-28 Every great team, culture, society, religion or business that has endured time, adversity and challenge has always had one thing in common: a set of simple but powerful rules that govern the internal behaviors and expectations of that group. It is called The Code of Honor. We hear of these Codes when we think of things like The Ten Commandments, the Marine Corps or the Constitution. Yet if sales is the number one skill in business, number two has to be the ability to bring ordinary people together to build a championship team. This does not happen by chance or by the simple accumulation of talent. The Code is the core ingredient to creating winning organizations. The book is a step-by-step guide for any individual, group or company to actually create a Code of Honor specific to their team. The Rich Dad Poor Dad Advisor series was designed as a "how-to" series to empower individuals to succeed in the world of business and finance. "Team Code of Honor" is critical to this series because its processes bridge all facets of business, investment, entrepreneurship and even personal life. The book explains through graphic examples, stories and numerous case studies how a Code or set of rules is created, maintained, enforced and used for rapid and controlled growth of any entity. The book is designed as an operating manual for putting any business team together. It steps you all the way from properly choosing players, to creating the Code, to increasing performance and to winning. Each chapter gives the team specific assignments and examples so that by the time you have completed the book, your Code is in place and your team is operating at a true championship level.

Selling the Invisible Harry Beckwith,2000-10-15 SELLING THE INVISIBLE is a succinct and often entertaining look at the unique characteristics of services and their prospects, and how any service, from a home-based consultancy to a multinational brokerage, can turn more prospects into clients and keep them. SELLING THE INVISIBLE covers service marketing from start to finish. Filled with wonderful insights and written in a roll-up-your-sleeves, jargon-free, accessible style, such as: Greatness May Get You Nowhere Focus Groups Don'ts The More You Say, the Less People Hear & Seeing the Forest Around the Falling Trees.

How to Close Every Sale Joe Girard,Robert L. Shook,1989-09-01 The world's greatest salesman presents the definitive guide to effectively closing any sales presentation. Girard's previous titles, How to Sell Anything to Anybody and How to Sell Yourself, have a total of 00,000 copies in print.

Behave Robert M. Sapolsky,2018-05-01 New York Times bestseller • Winner of the Los Angeles Times Book Prize • One of the Washington Post's 10 Best Books of the Year "It's no exaggeration to say that Behave is one of the best nonfiction books I've ever read." –David P. Barash, The Wall Street Journal It has my vote for science book of the year." –Parul Sehgal, The New York Times Immensely readable, often hilarious...Hands-down one of the best books I've read in years. I loved it. –Dina Temple-Raston, The Washington Post From the bestselling author of A Primate's Memoir and the forthcoming Determined: A Science of Life Without Free Will comes a landmark, genre-defining examination of human behavior and an answer to the question: Why do we do the things we do? Behave is one of the most dazzling tours d'horizon of the science of human behavior ever attempted. Moving across a range of disciplines, Sapolsky—a neuroscientist and primatologist—uncovers the hidden story of our actions. Undertaking some of our thorniest questions relating to tribalism and xenophobia, hierarchy and competition, and war and peace, Behave is a towering achievement—a majestic synthesis of cutting-edge research and a heroic exploration of why we ultimately do the things we do . . . for good and for ill.

The One Minute Closer James W. Pickens,2008-11-17 James W. Pickens gives you all the tools you need to win over your prospects and send your sales figures soaring. Let one of America's most respected sales educators teach you how to close virtually every sale. With his most valuable professional secrets gathered from all over the world, you'll discover: More than 100 tips, including how to close people in specific professions, bond with customers, connect them to your product, and use body language to make your case 65 home run one-liners--quick closing statements to drive your pitch home 13 seal-the-deal closes--powerful arguments that work their magic

in a minute, elicit your client's true objections to the sale, and persuade him or her to buy your product or service The single, most powerful close of all that can convince almost any customer to sign on the dotted line. Increase your knowledge of human behavior, sharpen your skills, and in no time at all, become that master salesperson who is... THE ONE MINUTE CLOSER

Professional Services Marketing Mike Schultz, John E. Doerr, Lee Frederiksen, 2013-06-04 A proven approach to revenue-generating marketing and client development Professional Services Marketing is a fully field-tested and research-based approach to marketing and client development for professional services firms. The book, now in its Second Edition, covers five key areas that are critical for firms that want to grow and become more profitable: creating a marketing and growth strategy; establishing a brand and reputation; implementing a marketing communications program; executing lead generation strategies; and developing business by winning new clients. You will also read real-world case studies that illustrate major points, as well as quotes and stories from well-respected professionals in the industry. The Second Edition features new research and updates throughout, including new chapters on social media and online marketing, as well as new case studies and interviews Authors Mike Schultz and John E. Doerr are the coauthors of the Wall Street Journal and Inc. Magazine bestseller Rainmaking Conversations and Professional Services Marketing; Lee W. Frederiksen is coauthor of Online Marketing for Professional Services Will be widely promoted via multiple online routes and direct mail marketing Firms of any size can use this proven approach to marketing and client development to attract new clients and grow their professional service businesses.

SalesDogs Blair Singer, 2000-09-01

World Changers John A. Byrne, 2011-12-08 What if you could sit down with some of the world's most influential entrepreneurs and gain their knowledge and insights on how to create a game changing business? Imagine having the chance to listen to a John Mackey (Whole Foods) or a Fred Smith (FedEx) on the most important things they've learned from their experiences. Or having the benefit of the self-reflection of Howard Schultz of Starbucks, who had to come back to the company he originally built to reinvent it and himself? Of course it's not possible to deliver these rock star entrepreneurs to your dinner table. But John A. Byrne offers the next best thing: he spoke with many who have changed the face of business. In *World Changers* he captures the most important lessons they've learned, the biggest challenges they've tackled, and the most valuable advice they can offer others who have an entrepreneurial dream. You'll learn the inspiring stories of how these world changers discovered their disruptive ideas, then made them a reality; overcame a variety of obstacles; and created sustainable enterprises. You'll get the firsthand accounts of how: Bernie Marcus and Arthur Blank got the confidence to start The Home Depot after being fired from their jobs. Reed Hastings turned a forty-dollar video late fee into a disruptive upstart called Netflix. Herb Kohler, the reluctant prince of porcelain, came back to the family business and made it number one in its industry again. Narayana Murthy, after one fateful train ride and wrongful incarceration, converted from communist to capitalist and cofounded one of the most successful entrepreneurial ventures in India. *World Changers* is an inspiration for those who want to create something meaningful on their own. It serves as both a celebration of entrepreneurial achievement as well as a practical handbook for everyone who dreams of starting his or her own world-changing business.

The Takeaway John Lewis Evans Jr, 2019-02-13 The best way to describe The Takeaway is to read what other thought leaders are saying ...Humor has serious potential to transform how we think, feel and act - strengthening connections and making memories that last. For anyone serious about creating a tremendous client experience, The Takeaway will not only have them laughing out loud, it'll have them laughing all the way to the bank! -Heidi Hanna, Ph.D., Executive Director of the American Institute on StressThrough masterful storytelling, John brings purpose, authenticity, meaning making and engagement in the sales process to a whole new level. He has nailed it again! -Jim Loehr Founder and CEO of the Human Performance Institute Bestselling Author of The Power of Full Engagement

Trust Me, I'm a Salesman Yuri van der Sluis, 2018-04-10 After training thousands of B2B Sales people worldwide, Yuri van der Sluis packed the essence of value and trust selling in 30 cartoons. This book will show you in an entertaining and practical way how you can be successful in sales, by being the exact opposite of the Wolf of Wallstreet. In short a Top Sales Dog instead of a Sales Wolf. Put the customer front and center in their buying process and sell by building trust and providing value. This way you won't just aim for the transaction, but the relationship and your customer as a whole. You won't have to lie, cheat and manipulate your way into business. How important is it for your business that customers keep coming back, because doing business with you is a good thing! This book will help you to: * sell the right way by building on your integrity and content * inject value in the sales process * get customer trust * get customer commitment * separate yourself from all the Sales Wolves out there. You will be guided throughout a typical B2B sales process whereby the major differences will be shown between the wolf and the dog. Cartoons will show you the stark contrast between the two ways how to sell.

Masters of Sales Ivan Misner, 2007-08-01 Sold! The magic word. The holy grail. Why are some salespeople remarkably successful, while others make call after call with no results? How do some turn any no into a yes, while others can't even get their foot in the door? For the first time, more than 70 of the most successful salespeople in the world have come together to reveal their secrets to success. You'll learn what makes these outstanding sellers true masters of their craft—and how you can adapt the masters' tactics for your own. Learn Martha Stewart's secrets to promoting yourself as an expert. Discover the 11 key questions to ask from Harvey McKay. Get Anthony Parinello's advice on selling to CEOs. Be trained in guerrilla tactics for direct selling from Jay Conrad Levinson. Find out Brian Tracy's secrets on the psychology of selling. Bursting with valuable advice from Jack Canfield, Anthony Robbins, Keith Ferrazzi, Tom Hopkins, Al Lautenslager and more than 60 other masters of the art of selling, this exclusive compilation of the best sales strategies ever known puts you on the fast track to sales success.

B2B Sales Mentors Scott Ingram, 2019-04-02 Are you looking to take your sales results to the next level? Get inspired and learn directly from some of today's top sales professionals. Worried you're not on the right path to consistent sales success? Have your commissions plateaued? Do you struggle to influence decision-makers in your field? Twenty-year B2B sales veteran and Sales Success Stories podcast host Scott Ingram is a true self-starter who walks the talk. Now he's curated these extraordinary lessons to give you the competitive edge you deserve. B2B Sales Mentors - 20 Stories from 20 Top 1% Sales Professionals is a curated collection of timeless lessons from practicing experts. Shared in an informal style with clear action items at the end of each chapter, these wise words will make a huge difference in your work and industry. Whether you sell to large enterprise accounts or to SMB companies, this book will inspire you to skyrocket your earnings! In B2B Sales

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Lemonade Stand Selling Diane Helbig,2009 A guide to selling in a small business, with advice on prospecting, presenting, networking, closing, nurturing a client base, and other topics.

H2LiftShips - Beyond Luna Bob Freeman,2021-03-24 H2LiftShips, a tech manual for a future Imagine a world, exactly like ours, but different You all knew we would settle on Luna and start mining the Asteroid belt. Mars, dry, dusty with thin unbreathable air, is just a prison planet with the added hell of lawyers and accountants in charge. Asteroid groups are unified in their desire for independence to try different governance methods. It may not be our future, but it is a future we can get behind. Travel the solar system on solar sail ships. Meet hard-working sentients: humans, canines, simians, and octopuses, plying our heliosphere for fun and profit. You won't find any exploding rockets, evil aliens, laser blasters, or sparking computers, instead, you'll find hacked comm lines, buried Luna casinos, pirates, dust balls, and weaponized beef jerky. And after your cruise through the Asteroid belt, Mars, and Luna, settle down on Earth for a party in the desert, they'll bring the Carne Asada burritos, you bring the fun. No matter what regime is in charge, Gig workers have to jump from job to job, trying to earn enough for food, shelter, air, and waste disposal. Welcome: Join humans, simians, canines, and octopuses in our new future, gigging and living in the void.

Annual Report of the Minnesota State Agricultural Society for the Year Minnesota State Agricultural Society,1913

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