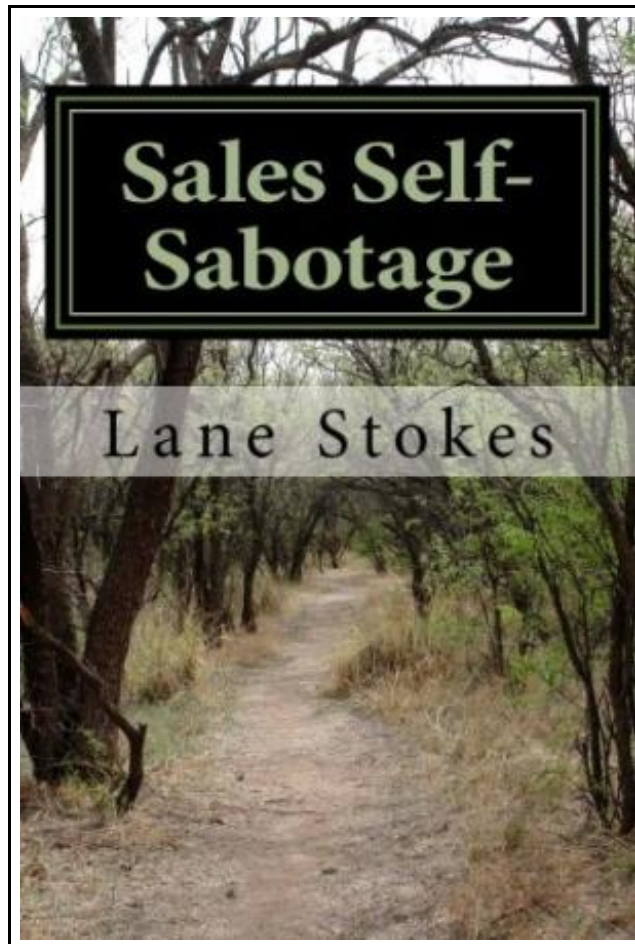


Sales Self-Sabotage: Overcoming Personality Barriers to Achievement



Filesize: 1.13 MB

Reviews

This book is great. I have go through and so i am confident that i will going to read through once again again in the future. I am just easily can get a satisfaction of looking at a written book.
(Miss Vernie Schimmel)

SALES SELF-SABOTAGE: OVERCOMING PERSONALITY BARRIERS TO ACHIEVEMENT



CreateSpace Independent Publishing Platform. Paperback. Book Condition: New. This item is printed on demand. Paperback. 64 pages. Dimensions: 9.0in. x 6.0in. x 0.1in. If you as a salesperson feel that something is holding you back from making a lot more sales, then this book is for you. If you as a sales manager cannot understand why you cannot train and motivate your agents to achieve more sales, then this book is for you. If you as the spouse of a salesperson cannot understand how your other half can work so long and hard to produce so little income, then this book is for you. If you have never understood why 80 of the salespersons can only sell 20 of the goods and services while the 20 sell 80, then this book is for you. If you want to know how I have learned to change the 80 Personality to the upper 20 Personality, then this book is for you. Actually, SALES SELF-SABOTAGE is about achievement and could apply to anybody desiring to achieve more in any endeavor such as business, relationships, winning golf tournaments, breaking worlds records in sports, and so forth. The book targets salespersons because in our 2013 economy the scarcity of jobs has driven millions into sales. The personality barriers that seem not to affect salaried individuals suddenly become huge when money must be earned on a day-to-day basis as in straight-commission selling. It is the Purpose of this book to identify the many unconscious personality barriers that cause self-sabotage to achievement and to describe methods being used to change the 80 Personality to the upper 20 Personality by removing those barriers in a relatively short amount of time. Although this book can be read in one sitting, you will find it an invaluable Handbook for identifying symptoms...



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