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Jeffrey Gitomer's Sales Bible: The Ultimate Sales Resource ... In the tradition of Harvey Penick's Little Red Book, New York Times bestseller and the best selling sports book of all time, The Little Red Book of Selling by sales master Jeffrey Gitomer fills that void with an edgy, practical, and fun resource that salespeople will love-and sales managers will buy by the case. Salespeople hate to read.

Little Red Book Of Selling: 12.5 Principles Of Sales ... Written By Jeffrey Gitomer. @GITOMER. KING OF SALES. The author of thirteen best-selling books including The Sales Bible, The Little Red Book of Selling, and The Little Gold Book of Yes! Attitude. His real-world ideas and content are also available as online courses at www.GitomerLearningAcademy.com.

BOOK LIST - Jeffrey Gitomer Jeffrey Gitomer, Charlotte, North Carolina. 62,297 likes · 417 talking about this. Jeffrey Gitomer is the King of Sales

Jeffrey Gitomer - Live! Facebook (September 2017) Jeffrey Gitomer (born February 11, 1946 in West Palm Beach, Florida) is an American author, professional speaker, and business trainer, who writes and lectures internationally on sales, customer loyalty, and personal development. He lives with his wife Jennifer Gluckow in Charlotte, North Carolina.

Jeffrey Gitomer - Wikipedia Written By Jeffrey Gitomer. @GITOMER. KING OF SALES. The author of thirteen best-selling books including The Sales Bible, The Little Red Book of Selling, and The Little Gold Book of Yes! Attitude. His real-world ideas and content are also available as online courses at www.GitomerLearningAcademy.com.

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There are universal laws of selling that determine whether you succeed, or don't succeed whether you earn enough to enjoy the lifestyle you want or struggle to make ends meet. When you align the wind with your sails, you move effortlessly across the water. When your sails are out of alignment, you flounder and go nowhere. If you align your thinking and actions with these powerful laws of selling, you will be more effective and efficient. You will encounter less friction, require less energy, and get bigger results faster. Here's a sampling of Jeffrey's 21.5 Laws of Selling: Deliver Value First Ask Before Telling Communicate in Terms of Them Become Your Own Brand Earn Referrals and Testimonials without Asking Create Loyal Customers These 21.5 Laws are the rock foundation of selling. They may be invisible but they are undeniable and unbreakable. If you're just getting started in selling, you will find the Laws invaluable. Whether or not you learn them and follow them will make or break your career. If you've been in sales for a while, you will find yourself saying, "I haven't been doing that." "I knew that! How did I forget?" When we break the Laws we pay the price. Our sales suffer. Our bank account takes a hit. It's an effort to get out of bed and make a sales call, to do our best work work that is aligned with the Laws. Use Jeffrey's Laws of Selling to recharge your enthusiasm and redirect your actions back to what really works.

Jeffrey Gitomer's SALES MANIFESTOImperative Actions You Need to Take and Master to Dominate Your Competition and Win for Yourself...For the Next Decade After 50 years of successfully making sales all over the world. After delivering more than 2,500 customized speeches to the world's biggest companies. After establishing an unrivaled social platform with millions of views and followers. After leading the marketplace with Sell or Die podcast. After delivering more than 350 sold-out public seminars to audiences all over the globe. After writing 13 best-selling books including The Sales Bible and The Little Red Book of Selling! Jeffrey Gitomer has finally written the SALES MANIFESTO. A book that sets the standard, and lays bare what it will take for salespeople to succeed now, and for the next decade. The book, and it's resource links, will take you, the reader to explanations that will disrupt old world sales tactics that no longer resonate with buyers, and sets easy to understand and implement elements of what it will take to win more profitable sales. Here's a brief explanation of what's in store as you read, watch, learn, and implement: THE MANIFESTO identifies in simple language the 5.5 parts of the new sale, and builds easy-to-learn and easy-to-implement models for each component: 1. Value Attraction (creating social messages that make the reader want more) 2. THEM Preparation (planning strategy, getting ready, and executing) 3. Value Engagement (attraction PLUS value) 4. Connection and Completion (perceived value beyond price in both how to connect and connect to make a sale) 5. Building profitable long-term relationships (loyal, value driven customers) 5.5 Building a permanent referable first-class reputation (both online and community based) This book is not just the answer it's a no bullshit book of ANSWERS and ACTIONS that will put you on top of your sales world and keep you there. MANIFESTO is not just MORE. MANIFESTO is! Think. Read. Experience. Observe. Collect ideas and friends. Expose your thoughts. Attract. Prepare and Be Prepared. Internet. Intend. Engage. Relate. Differentiate. Prove value. Serve with pride. Reward yourself and others. Love it or leave it. Do the right thing all the time.

Place of publication from publisher's website.

Salespeople are looking for answers. The fastest, easiest answers that work every time. The good news is, the answers exist. The bad news is, in order to be able to become a successful salesperson, you have to understand, practice, and master the answers. You would think with all the answers contained in this book, that anyone who reads it would automatically become a better salesperson. You would be thinking wrong. To become a better salesperson, the first thing you have to do is read it. The second thing to do with this book is read it again. The third thing to do with this book is try one answer every day. If it does not work exactly right the first time, or the outcome was not what you expected, try it again and tweak it a little bit. The fourth thing you have to do is practice the answer until you feel that it is working. The fifth thing you have to do is become the master of it. Blend each answer to your selling situation and do it in a way that fits your style, and your personality. Think about the way you ask for an appointment. The way you leave a voice-mail message. The way you follow up after a sales call. The way you begin a sales presentation. The way you ask for a sale. The way you respond to an angry customer. The way you earn a referral. Or the way you get a testimonial. Wouldn't you love to have the perfect answer for every one of these situations?

Discover the lost secrets of accomplishment and achievement! Do you want to do more, accomplish more? Of course you do, everyone does. So, what's stopping you? Get Sh*t Done not only shows you what's preventing you from daily achievement, it provides the tools and the strategies to help you get to where you want to be. Get Sh*t Done is much more than just the title of this book, it's the method that unlocks the secrets of accomplishment and achievement!the GSD Secret Formula. In this book, you will learn to identify and implement the elements of superior productivity, eliminate the causes of procrastination, and achieve the best possible outcomes in business and in life. This valuable guide gives you a comprehensive, step-by-step plan for achieving maximum productivity. Bestselling author and "King of Sales" Jeffrey Gitomer guides you through each aspect of the GSD process, from attitude, desire, and determination, to goals, productivity, resilience, and fulfillment. Engaging and easy to read, this book shows you how to discover the best ways to invest your time into productive and profitable actionsand feel great about your achievements. Using the proven, immediately-actionable GSD Formula, you're on your way to: Doubling your achievements, your work habits, and your income Implementing simple shifts and simple actions that increase positive outcomes Recognizing the early warning signs of procrastination and reluctance Eliminating the major GSD distractions that hold you back Discovering how to select, set, and achieve your goals Get Sh*t Done: The Ultimate Guide to Productivity, Procrastination, & Profitability is a must-have resource for anyone who wants to never again say "I'll do it later" and just get it done.

The Sales Bible softbound | NEW EDITION WITH SOCIAL MEDIA ANSWERS Global sales authority Jeffrey Gitomer's bestselling classic, The Sales Bible, has been updated and appended in this new edition, offering you the ultimate sales methods and strategies that really work every day, in real-world selling situations. With over 200,000 copies of the previous editions sold, The Sales Bible was listed as one of "The Ten Books Every Salesperson Should Own and Read" by the Dale Carnegie Sales Advantage Program. Jeffrey Gitomer's column, "Sales Moves," and blog, "SalesBlog.com" are read by more than four million people every week. His customers include Coca-Cola, BMW, Kimpton Hotels, Hilton, Wells Fargo Bank, IBM, Enterprise Rent-A-Car, Hewlett Packard, and hundreds of others. The Sales Bible is your personal, trusted, authoritative resource to reach your sales potential and shine like a star. Accept no substitutes. Here are a few highlights: The 10.5 Commandments of Selling Generate leads and close sales in any market environment Find 25 proven ways to set hard-to-get appointments Use top-down selling to fill your sales pipeline with prospects who are ready to buy now Ask the right questions to make more sales in half the time How to use the top social media platforms to create inbound leads and prove value The Sales Bible has helped tens of thousands of salespeople all over the world reach their potential and close the deal and it can help you. So what are you waiting for?

Learn how to go online with a winning sales and marketing strategy in this insightful resource Go Live! Turn Virtual Connections into Paying Customers helps readers understand and take advantage of several online tools to boost their sales and increase their revenue. Accomplished salesperson, consultant, and online personality Jeffrey Gitomer describes how tools like Facebook Live and podcasting can drive sales and help you connect with your customers. You'll discover: How to use tools like YouTube, LinkedIn Live, podcasting, and Facebook Live to connect with and develop your leads How to properly utilize social media like Instagram and Twitter to spread your message and sell to clients How to promote and repurpose content to create as big an impact on your audience as possible Written specifically for a post-pandemic sales audience, Go Live! Turn Virtual Connections into Paying Customers delivers results for anyone expected to deliver sales results in a virtual environment. It also belongs on the bookshelves of those who hope to take their successful offline sales strategies to the online world.

Offers a step-by-step, fully integrated game plan for understanding and mastering one's attitude, revealing ways to maintain one's intensity, drive, and commitment.

Master the art of closing with this authoritative guide to powerhouse sales The Very Little but Very Powerful Book on Closing teaches you how to close sales/simple as that. This book is packed with information that has the power to change your perspective, and to strengthen your ability to build relationships, forge new partnerships, and close sales at the prices you want. As an essential element of every sales professional's toolkit, this powerful guide will help you discover how to ask the right questions and create a sense of urgency that prospects cannot ignore. Closing sales is what makes a business success; no matter how wonderful your products and services, your business is not going to succeed if you don't have the ability to close the sales that will drive your company to the top of its industry. Even more motivating is the fact that closing salesand driving the success of your businessalso increases your personal accomplishment in the financial arena. Change your perspective to enhance your closing ability Learn to build relationships and forge key partnerships Identify the questions you need to ask in order to understand the purchase drivers influencing your clients' decisions Develop a winning sales formula Sales professionals face competition at every turn. Whether you're trying to win a new account or are retaining key clients, closing is an essential aspect of the sales process/one that you must understand and execute in order to keep your numbers high.The Very Little but Very Powerful Book on Closing is the resource you need to take your closing skills to the next level.