

Jeffrey Gitomer Little Red Sales Answers

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Sales Training Programs - Sales Consulting - Jeffrey Gitomer

Why Red? Gitomer explains that The Little Red Book of Selling has so much red ink in it and on it for a number of reasons. These include: Red is the color of passion. Passion is the fulcrum point of selling. No passion, no sales. Red is the color of love. If you don't love what you sell, go sell something else. Red is the brightest color.

Little Red Book of Selling: 12.5 Principles of Sales ...

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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.

How Long Does It Take? Am I There Yet? - Jeffrey Gitomer

His most successful title, The Little Red Book of Selling, has sold more than five million copies worldwide and has been translated into 14 languages. It was also chosen by business publishing experts Jack Covert and Todd Sattersten to be listed in their book of The 100 Best Business Books of All Time.

Jeffrey Gitomer - Wikipedia

Jeffrey Gitomer s Little Red Book of Sales Answers Book Review: Salespeople are looking for answers. The fastest, easiest answers that work every time. The good

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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.

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And now, Get Abstract presents "Jeffrey Gitomer's Little Red Book of Sales Answers: 99.5 Real World Answers That Make Sense, Make Sales, and Make Money," by sales expert Jeffrey Gitomer. The book was published by Financial Times Prentice Hall. In this abstract, you will learn how to answer sales professionals' most common questions.

Jeffrey Gitomer ' s Little Red Book of Sales Answers ...

Jeffrey Gitomer is the author of The New York Times best sellers The Sales Bible, The Little Red Book of Selling, The Little Black Book of Connections, and The Little Gold Book of YES! Attitude. All of his books have been number one best sellers on Amazon.com, including Customer Satisfaction is Worthless, Customer Loyalty is Priceless, The Patterson Principles of Selling, The Little Red Book of Sales Answers, The Little Green Book of Getting Your Way, The Little Platinum Book of Cha-Ching ...

Jeffrey Gitomer (Author of Little Red Book of Selling)

Jeffrey Gitomer ' s Little Red Book of Selling should be required reading for anyone in sales. With over 5 million copies sold worldwide, it ' s one of the top sales books of all time. On today ' s podcast, Jeffrey breaks down his book ' s most important principles and reconstructs them for real estate professionals.

Podcast: The Little Red Book of Selling with Jeffrey Gitomer

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Jeffrey Gitomer Books | List of books by author Jeffrey ...

Did you know that Jeffrey Gitomer's "The Little Red Book of Selling" is the best-selling #sales book of all time? pic.twitter.com/tV0WowNGwE — Jeffrey Gitomer (@gitomer) October 27, 2014 “ I consider myself a frequent flyer, flying roughly 200 times a year. ” “ I don ' t want features, I want value. ”

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The Sale is Defined by the Customer

Jeffrey Gitomer wrote The Sales Bible and The Little Red Book of Selling. He makes more than 100 presentations every year to major corporate clients. He writes Sales Moves, a syndicated column, and publishes an e-zine called Sales Caffeine that has more than 100,000 subscribers.

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