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of self-confidence Sell the way
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value for people, rather than

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other, ordinary salespeople
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The Inner Game of Selling shows you how to overcome self-limiting beliefs and move on to a new relationship with your customers and, more important, a new relationship with yourself. Your new inner strengths will truly benefit you and your customers in

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The Inner Game of Selling:
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Selling. Tracy begins his book by
explaining why salespeople are
important and how they can

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probably know that by now. Some sales team are like selling hotcakes and raking massive income while other teams just don't make the cut of being profitable enough.

The Art of Sales & The Inner

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1. the inner game of selling 1.
THE INNER GAME OF SELLING.

Brian Tracy's "The Psychology of Selling". 2. VISUALIZE TO BUILD. □
"Visualize this thing that you want. □ See it, feel it, believe in it. □ Make your mental blueprint, □

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And begin to build". Robert

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beliefs, and tells you how to:
Decide what you stand for;
Develop stronger levels of self-
confidence; Sell the way people
want to buy; Create real value for
people, rather than merely selling
another unit, product, or service;
Separate yourself from other,

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Description. Selling is 85%
emotional and 15% logical. Forget
everything you've been taught
about selling – forget the hard sell,

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forget negotiation strategies,
forget those closing techniques.
In The Inner Game of Selling, Ron
Willingham debunks the familiar
myths about "sales skills,"
showing that those tired methods
are too shallow and manipulative
to do anything but alienate

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potential customers and drain you
of energy and dignity.

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how to overcome self-limiting
beliefs, and tells you how to:

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Decide what you stand for;
Develop stronger levels of self-
confidence; Sell the way people
want to buy; Create real value for
people, rather than merely selling
another unit, product, or service;
Separate yourself from other,
ordinary salespeople

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The Inner Game of Selling shows
you how to overcome self-limiting
beliefs and move on to a new
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and, more important, a new

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- Develop stronger levels of self-confidence;
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