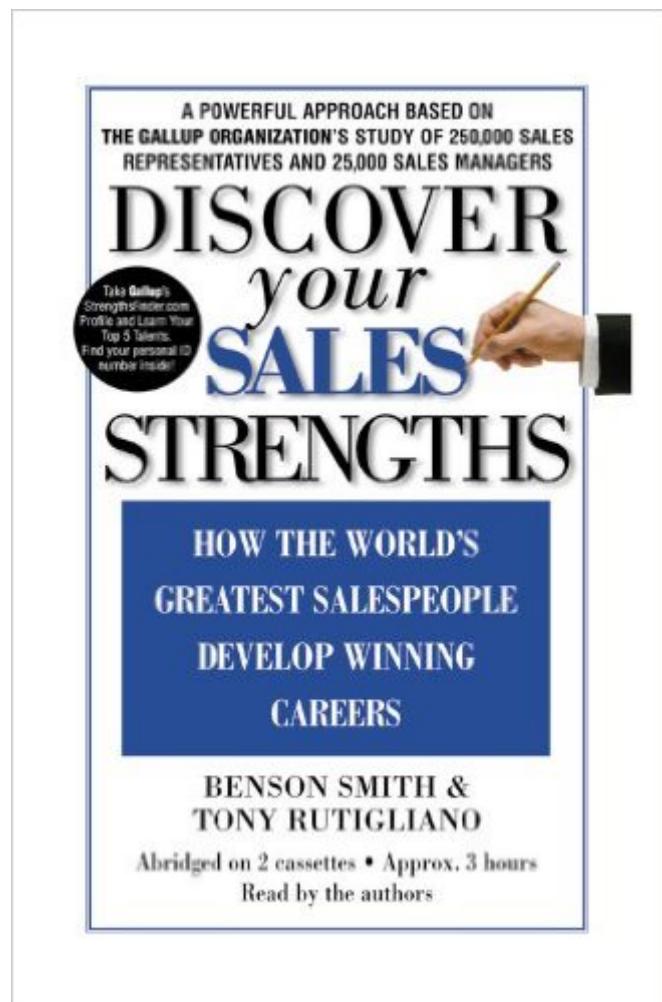


The book was found

Discover Your Sales Strengths: How The World's Greatest Salespeople Develop Winning Careers



Synopsis

Based on 40 years of research by the Gallup Organization, this innovative program focuses on utilizing individual strengths to develop successful sales skills. **DISCOVER YOUR SALES STRENGTHS** is an amazing program built upon the concept that every person already has all the tools necessary to become an amazing salesperson. Grounded in extensive Gallup research based on hundreds of thousands of interviews with sales managers, salespeople, and consumers, the program teaches individuals to focus on personal strengths and talents, and then guides them to transform those assets into solid sales skills-and powerful, successful careers.

Book Information

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Average Customer Review: 4.3 out of 5 stars See all reviews (42 customer reviews)

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Customer Reviews

Bar none, this is the best book you will ever read about the art of selling. Moreover, this book will change the way you think about hiring, training, managing and motivating anyone who is responsible for bringing new customers to your organization and keeping those customers engaged. See if you can answer this question from the book correctly: What do the top sales and marketing professionals have in common? a. Experience and background b. Education and training c. Great presentation skills d. Aggressive closer. None of the above! If you guessed "e", you are correct. According to Gallup's extensive research spanning 30 years and interviews with 250,000 sales people, over 1 million customers and 25,000 sales managers, this is what the top sales people have in common: * They were in the type of sales job where they were able to use their top talents every day * They developed their own unique selling style based on their top talents * They had a productive relationship with their manager. Since the top 25 % of the sales force accounts for

57% of the sales revenue in most organizations, the more sales people get to use their top talents, the more likely they are to build a sustainable and profitable customer base. So, how do you discover your individual strengths and talents? One of the unique features of this book is that you go to an Internet site and take an assessment that will immediately tell you what your top five strengths are. What I found intriguing is that these strengths are much more practical than the strengths I have seen in any other kind of assessment instruments. You can then use the book to determine how to put these strengths to work for you so they become true talents.

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Strengths Quest: Discover and Develop Your Strengths in Academics, Career, and Beyond Secrets
of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management)
The Miracle Morning for Salespeople: The Fastest Way to Take Your Self and Your Sales to the Next Level
The SWOT Analysis: Develop strengths to decrease the weaknesses of your business (Management & Marketing Book 21)
Living Your Strengths: Discover Your God-Given Talents and Inspire Your Community
Coaching Salespeople into Sales Champions: A Tactical Playbook for Managers and Executives
Advanced Selling Strategies: The Proven System of Sales Ideas, Methods, and Techniques Used by Top Salespeople Everywhere
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