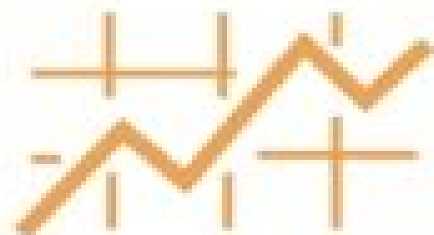


The Certifiable Salesperson



*The Ultimate Guide to Help
any Salesperson Go Crazy with
Unprecedented Sales*

Tom Hopkins • Laura Laaman

WILEY

Resumo de The Certifiable Salesperson: The Ultimate Guide to Help Any Salesperson Go Crazy with Unprecedented Sales!

"If you are a salesperson, you will find yourself in this book. Treat it like your road map to success and you will be a professional salesperson." - Willis Turner, CSE President, Sales and Marketing Executives International, Inc.

"This action-oriented book covers the best practices of top sales performers in all critical areas. The lessons are easy to learn and they will help you forge more rewarding customer relationships, a higher income, and a richer career satisfaction.

A must-read for any salesperson who wants to improve and reach the next level of success." - Gerhard Gschwandtner, founder and Publisher, Selling Power magazine "As a professor teaching MBA students for twenty years, I encourage everyone in management to make this required reading for their sales teams." - Dr.

Michael Russell, Chairman of the Marketing Dept., St. Bonaventure University "Each page is full of ideas for instant sales and commissions!" - Anthony Parinello, author of Secrets of VITO: Think and Sell Like a CEO

[Acesse aqui a versão completa deste livro](#)