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Explains how to network one's way to success, makes recommendations for connecting with a mentor, and suggests ways to build stronger professional relationships and avoid common pitfalls.

Place of publication from publisher's website.

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.

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,

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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 actions—and 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.

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?

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.

Presents thirty-three tips on personal and business success gleaned from the experiences and wisdom of John Patterson, founder of the National Cash Register Company.

Social BOOM! addresses every aspect of social media, including the business periphery (blog, personal website, e-zine) that you need in order to create the real

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Relationships When you create a connection, it's an indicator that that prospect, or that customer, or that individual wants to continue the online relationship, which may lead to real business. Graduate from social media to business social media by creating value that others will perceive as important to fulfilling their needs. As you go through each aspect of this foundation-building, platform-building book, you will learn about the business social media tactics that author Jeffrey Gitomer and other experts are using right now. None of the ideas are random. All of them are fully tested and can be implemented by you, too. None of the ideas contain solicitation (buy my product, make a lot of money). All of them get you and your brand out there in a systematic way that will bring in dollars. Best of all, the strategies are presented in a way that will allow you to put them into practice immediately.

Jeffrey Gitomer's SALES MANIFESTO Imperative 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 its 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.

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