



## The Art of Sales Seduction - 21 Surefire Ways to Close More Deals, Be Promoted Faster, and Make Big Money

By -

Kathode Ray Enterprises, LLC, United States, 2010. Paperback. Book Condition: New. 226 x 150 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.The Lost Money Secrets of a Dead Salesman We all know that the sales profession is hard work. The rejection can be brutal. Fifty years ago, it was even worse. That was when being a salesman meant day after day of pounding the pavement and knocking on doors-- literally. The things we take for granted today, such as mobile phones, email, conference calls, and computerized databases, didn't exist. Fifty years ago, everything about sales was methodical and slow. So you can bet when a salesman from that time had an opportunity to close the deal, he took full advantage of it. If he didn't, he was back on the street with nothing to show for his hard work. Think you've got it rough? Imagine driving back to the office to report your daily sales, after being rejected in a car without air conditioning, wearing a soaking wet suit and tie. Needless to say, it wasn't the best way to end a day. And because of this. These Salesmen Got Good. Fast! And now you can...



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