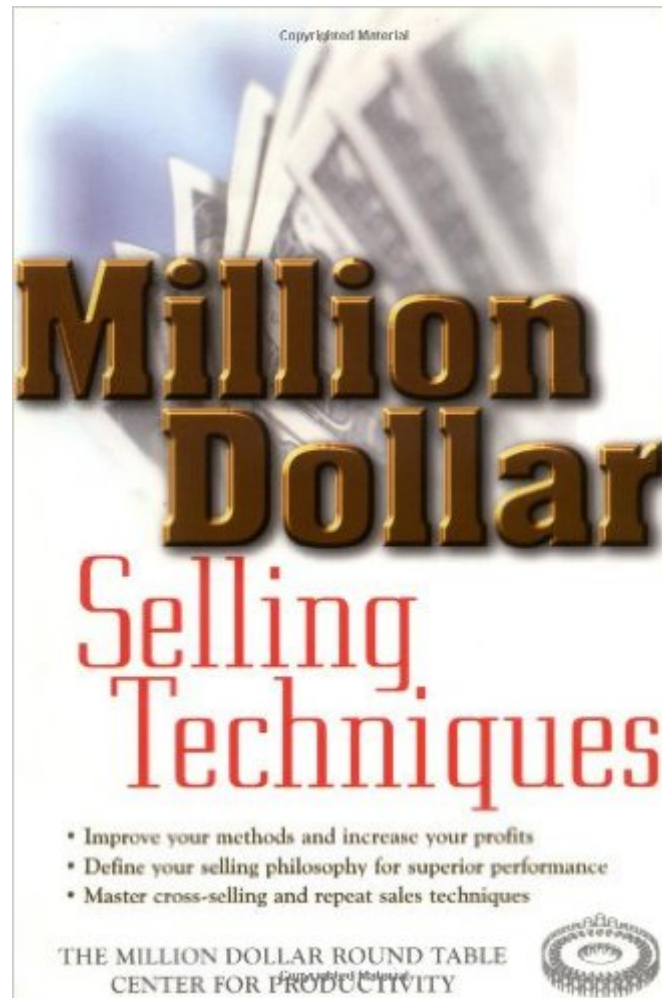


The book was found

Million Dollar Selling Techniques



Synopsis

You've heard from the rest, now learn from the best-Million Dollar Selling Techniques As the one who provides the vital link between the product or service provider and the customer, you, the sales professional, are the backbone of the modern business enterprise. Now, learn how to take your selling skills to a bold new level of excellence from some of the most successful sales professionals in the world. Based on interviews with members of the prestigious Million Dollar Round Table-the top six percent of the international life insurance sales industry-Million Dollar Selling Techniques features fascinating and instructive "war stories," proven selling strategies and techniques, and step-by-step guidance on:

- * Enthusiasm, conviction, and other key psychological factors
- * Self-motivation techniques
- * 10 common career traps and how to avoid them
- * Breaking slumps
- * Overcoming call reluctance and fear of self-promotion
- * Cold calling and obtaining interviews

No matter what product or service you sell, you won't want to be without this authoritative guide to the art and science of effective selling techniques. Hone your selling skills to a razor-sharp edge with Million Dollar Selling Techniques. Also available in the Million Dollar Round Table series: Million Dollar Prospecting Techniques Paper * 0-471-32550-3 * \$16.95 USA/\$26.50 CAN Million Dollar Closing Techniques Paper * 0-471-32551-1 * \$16.95 USA/\$26.50 CAN

Book Information

Series: Million Dollar

Paperback: 246 pages

Publisher: Wiley; 1 edition (September 21, 1999)

Language: English

ISBN-10: 047132549X

ISBN-13: 978-0471325499

Product Dimensions: 6.3 x 0.7 x 9.3 inches

Shipping Weight: 1 pounds

Average Customer Review: 3.0 out of 5 stars [See all reviews](#) (1 customer review)

Best Sellers Rank: #1,288,945 in Books (See Top 100 in Books) #150 in [Books > Business & Money > Insurance > Life](#) #2424 in [Books > Business & Money > Marketing & Sales > Advertising](#) #3246 in [Books > Business & Money > Marketing & Sales > Sales & Selling](#)

Customer Reviews

This book is very good for beginner, as it mentions all the basic and fundamental concepts and mindsets in selling. However, as a product of MDRT centre, I am expecting more. I am expecting

some more in-depth insights or inspiring ideas for the sales who is in average but wants to increase their business to MDRT level. Frankly speaking, I am quite disappointed when I found out that this book contains mainly fundamental concepts which are not distinctive and which I have heard about from other sources (remember, this book is from MDRT centre, not other "average" writers).

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