



The Greatest Sales Stories Ever Told: From the World's Best Salespeople (Paperback)

By Robert L. Shook

McGraw-Hill Education - Europe, United States, 1998. Paperback. Condition: New. New edition. Language: English . Brand New Book ***** Print on Demand *****. Find out--in their own words-- what made the top salespeople so successful. Imagine being invited into a room filled with today's most successful and enthusiastic salespeople--and listening to them talk about their most rewarding sales breakthroughs. In this fascinating collection, top sales pros share their experiences and unforgettable sales triumphs--and offer powerful lessons you can put to immediate use in your own career. This unique collection includes conversations with dozens of superstar salespeople, such as: Mary Kay Ash. Jack A. Sullivan. Stan Herman. Michael McCafferty. Jerry Heffel. Ace Greenberg. Richard Connolly. Betsy Martin Ebby Halliday. Neil Balter. Edward Lubin. Terrie Williams. Judie McCoy. Steven M. Finkel. Joe Girard. Bob Woolf. William J. Bresnan. Georgette Mosbacher. Jack Masser. James McEachern. David Burns. Tony Parinello. James Clayton. Isador Sharp. Martin D. Shafiroff. Barry J. Farber. Richard Luisi. Marc Roberts. Clinton Billups. Tom Hopkins. Randy Vataha. Richard D. Schultz. John Covell. Jay Bernstein. Mary K Kottich. William E. Odom. Ross Perot. F. Pete Gullick. Zig Ziglar. Cindy Rossmeisl. Roger Dow. Joe Gandolfo. William R. Chaney. . . and the book s...



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Reviews

This is an amazing book that I actually have actually read through. I am quite late in start reading this one, but better then never. You will not truly feel monotony at anytime of the time (that's what catalogs are for concerning should you ask me).

-- **Scottie Schroeder DDS**

This ebook is indeed gripping and fascinating. it had been writtern really properly and helpful. I am very easily could possibly get a satisfaction of reading a published publication.

-- **Maude Ritchie**