



Develop Your Inner Coach: Selling: Sports Psychology and Mental Game Secrets to Boost Sales Performance (Paperback)

By Brian McGowan

Createspace, United States, 2014. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. This book is about developing Winners - providing salespeople with the secrets Sports Professionals have used over the years to help them win in highly competitive environments. For example, most top golf pros are all virtually equal skill-wise - you couldn't pass a sliver of paper between their ability, yet only one of them can win each week. Only one can triumph. So what is it that separates them - if not their skills? The answer to this question is as simple as it is profound; it's all about how they think! The one that's mentally tough around the course, the one that thinks right during the tournament - they are the ones that win. And it's the same with selling. How you think dictates your success, yet how many of you involved in selling for a living have ever had any guidance, training or coaching on being Mentally Tough? The sales industry is missing out on the key mental skills that the sports arena uses to make champions - and in the highly competitive world of sales...



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Reviews

Extremely helpful for all group of men and women. it absolutely was written extremely perfectly and valuable. Your way of life span will be transform when you complete looking at this ebook.

-- Prof. Trever Torphy

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-- Delores Mitchell PhD

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