



Sell Like a Champ: Mindsets, Toolsets, and Skillsets for Peak Performance in Sales (Paperback)

By Mr Evan Sanchez

Evan Sanchez, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Lack of sales results and performance gaps are typically addressed with more skills training, more product or service knowledge, and perhaps the latest customer relationship management (CRM) system. While these are important, it is not enough. If it was, we would not see such a wide gap between the top performers and the core. Sixty percent of all sales are made by the top 10 in sales. Evan Sanchez delivers the winning mindsets, insights and solutions he uses to raise performance at some of the most successful companies in the world. The book s modular format allows readers to grab quick insights to springboard performance. Readers will benefit from the many tools, assessments, and coaching tips for direct application. The winning mindset will provide transformational steps to develop and sustain high levels of confidence and ambition through positive beliefs, attitudes, and behaviors. Evan Sanchez teaches company leaders, sales representatives and even non sales oriented professionals how to thrive in business as they build the mindset for success in life and in business. Sell like a Champ will soon be a must read for high...



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Reviews

This book is very gripping and fascinating. Yes, it is play, nonetheless an interesting and amazing literature. I found out this ebook from my dad and i recommended this pdf to discover.

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Good e book and valuable one. Better then never, though i am quite late in start reading this one. You are going to like how the article writer publish this publication.

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