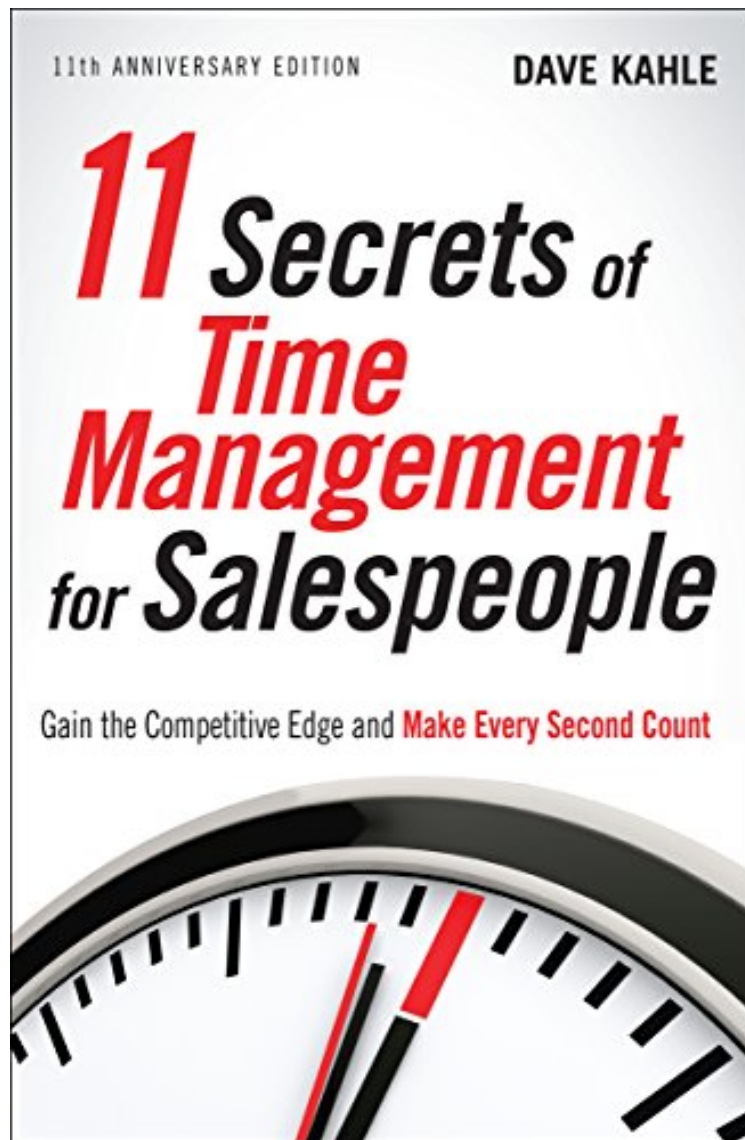


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## 11 Secrets of Time Management for Salespeople: Gain the Competitive Edge and Make Every Second Count

*Dave Kahle*

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Today's typical salesperson is overwhelmed, with too much to do and not enough time to do it. Salespeople need help, and Dave Kahle provides it. Dave Kahle contends that smart time management is not about cramming more activity into each hour, but is instead about achieving greater results in that hour. The content has been honed in hundreds of seminars and refined by the feedback and experiences of thousands of salespeople. The first edition of this book was translated into seven languages and made available in twenty countries. Since then, the problem for salespeople has become even more acute, with smart phones and tablets creating a culture of instant communication. 11 Secrets of Time Management for Salespeople provides powerful, practical insights and ideas that really work, including hundreds of specific, practical, and effective time-management tips from dozens of salespeople who are on the front lines every day.

About the Author Dave Kahle has been the top salesperson in the nation for two companies in two distinct industries. He has authored nine books, presented in 47 states and nine countries, and has personally and contractually worked with more than 300 companies to help them increase their sales. Specializing in the B2B environment, Dave creates customized training programs, speaks at national conventions, and consults in areas of sales system design and sales force compensation. He splits his time between Grand Rapids, Michigan, and Sarasota, Florida. You can connect with him at [www.davekahle.com](http://www.davekahle.com).