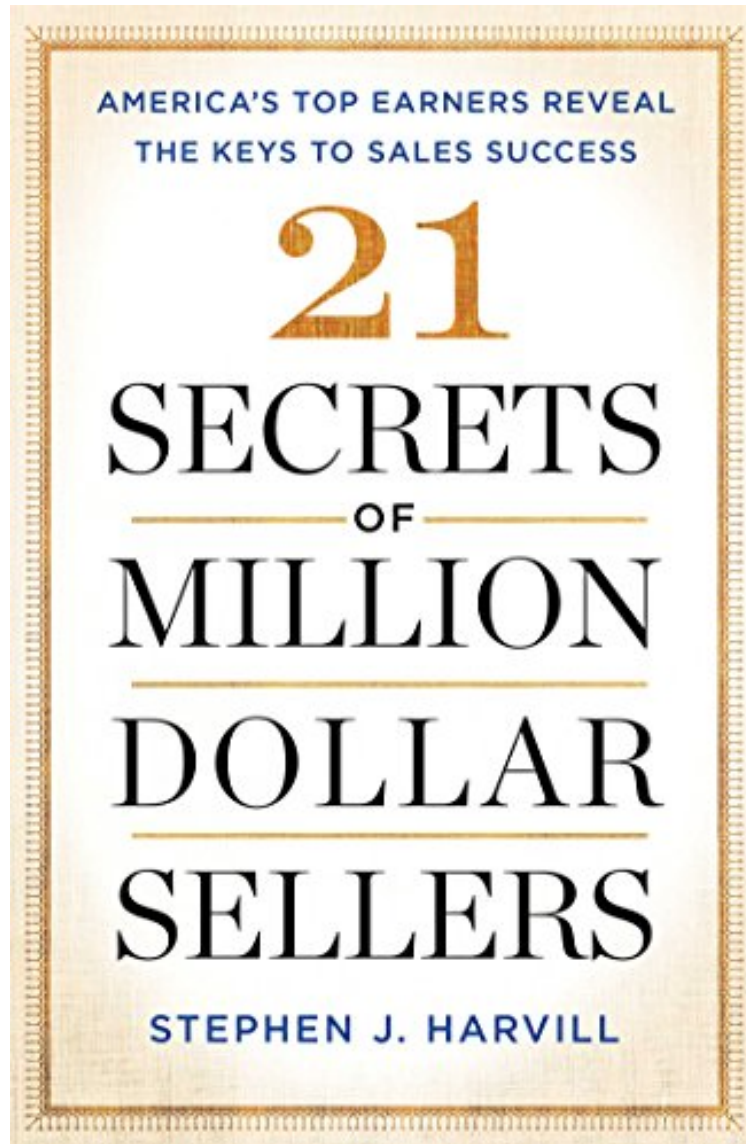


21 Secrets of Million-Dollar Sellers: America's Top Earners Reveal the Keys to Sales Success

Stephen J. Harvill

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Stephen J. Harvill : 21 Secrets of Million-Dollar Sellers: America's Top Earners Reveal the Keys to Sales Success before purchasing it in order to gauge whether or not it would be worth my time, and all praised 21 Secrets of Million-Dollar Sellers: America's Top Earners Reveal the Keys to Sales Success:

1 of 1 people found the following review helpful. The effort could easily pay for itself By DarrenIngram_dot_com This was a book I had low hopes for, since there are no shortage of books offering secret guides to this and that, accompanied by a mass of hyperbole. This one was different, boy was it different! It is a research-backed, deep dive

into how some of the top sales talent in the United States work, distilled into 21 key take-away points or messages. The author unashamedly says that they are not secrets per se, but it drew you in! What they are, however, can be "common sense" key factors that are especially beneficial to these high-roller sales leviathans. For over three decades the author has been working with sales talent to help motivate, shape, coach and boost their performance, and this book could be viewed as a rational distillation of what he has seen work. Maybe some of the points came as a surprise at the same time when the analysis was latterly conducted! The approach of conducting the research was particularly interesting and appropriate, allowing the talent to direct their own testimony and speak freely. The result is their considered view of what works and why, rather than a pre-formulated closed series of questions that may be revealing on one hand, but limiting on another! There is a lot more than 21 data-points or "best practices", however, to accompany it and one of the side-benefits or side-effects of interviewing 175 top-performers from seven different industries. It is a highly enjoyable, engaging and giving book. The more you consult it and consider it the more you potentially stand to get from it. Of course, then the hard work still falls onto your shoulders, but you may be able to attack the task with the power of a superstar effectively by your side. Don't just skim the key findings and assume you can implement them: such as the advice to keep things simple. The advice is a lot deeper and more comprehensive than you may imagine, but the power can be very, very strong. Read carefully, several times even. Even then after that, maybe read it again and then consider your own company and how you could amend each finding to your operations. The effort could easily pay for itself! You don't even have to be involved in sales to get something out of this book. Elements can work in other business areas and, of course, your private life. A powerful all-rounder!

5 of 5 people found the following review helpful. Great ideas to help sales professionals improve
By Scott Ingram
This book is excellent. Based on conversations with real sales professionals. You'll come away with some great ideas on how to improve your own approach to sales and your results. So many great ideas based on what actually works. Pick your favorite and get to work!

3 of 3 people found the following review helpful. Just 1 secret pays for the book many times over!
By Skip B
Experienced salespeople often just need to be reminded of the things that made them successful. New salespeople are looking for real-life examples of what the best salespeople do...over and over again. Steve has done a brilliant job of accomplishing both objectives. Managers should buy this book for their salespeople and make each secret the topic of their next 21 sales meetings. They won't be boring as Steve's writing and story choices provide excellent material. If you read one book on selling this year, make it this one!

In this sharp, invigorating read, Fortune 50 consultant Stephen Harvill discovers twenty-one common behaviors of top earners across seven major industries that set them apart. These are the secrets of the world's best salespeople who rake in at least one million dollars a year. For over thirty years, Steve Harvill has helped successful sales teams do what they do better, smarter, more elegantly, and more imaginatively. As a consultant for some of the top companies in the world, including Apple, Pepsi, Samsung, and Wells Fargo, he aids in simplifying processes that have become unwieldy and making teams more effective. His work inspired him to ask the question: What exactly sets the top producers apart from their peers? After spending a year interviewing 175 sales superstars from seven different industries, he found twenty-one distinct behaviors of successful salespeople. Organized by these best practices and filled with hundreds more tips, stories, and takeaways, *21 Secrets of Million-Dollar Sellers* reveals how you can improve in every aspect of your job and rise to become one of the best.

"Well-organized and full of snappy, memorable aphorisms, Harvill's friendly, easy-to-grasp approach makes this a strong contender for the only sales book most superstar hopefuls will need." — Publishers Weekly

"Steve will guide you on a journey that will show you how to hit the reset button for defining the "Relevance" you can have in the lives of the customers you serve along with the "Value" you can create that forms the lasting ties to those customers." — Bill Coppel, First Clearing

"No one is better than Steve Harvill when it comes to dynamically delivering actionable, executable and intelligent content. His sales ideas make sense and are uncomplicated." — Sean Mahedy, Park Avenue Securities

"Steve's passion is contagious, his message is powerful and his presentation is entertaining and enlightening." — Better Business Bureau

"What Steve gave to us was so much more than consultation. His impact, without a doubt, is a lasting one that will reap rewards for our mission for years to come." — American Heart Association

"21 Secrets of Million-Dollar Sellers is for anyone who wants to succeed. Steve is a storyteller, and this business book is filled with inspirational, interesting, and powerful stories about service, relationships, building confidence, dealing with rejection, self-reflection and discipline, focus and how to be an active listener, then a superstar." — Betsy Edelman, Senior Vice President, Chief Compliance Officer and General Counsel, RiverMend Health

"A thought-provoking book that made me grab my highlighter and post-it immediately. A must have for any sales-minded reader. I would recommend it to anyone that has direct responsibility for either delivering or driving sales for their organizations." — Tracy Wade, Head of Sales and Product, Maxum Specialty Insurance Group

"This book has amazing insight and perspective." — Elizabeth Schehl, Morgan Stanley

About the Author
In the past 25 years, Stephen Harvill and his Creative Ventures team have helped

some of the world's most respected companies realize their true capabilities through pioneering methods in organizational dynamics and strategic thinking. He now runs a boutique consulting firm, working with organizations of all sizes--his client base includes Apple, Pepsi, Samsung, IBM, General Mills, Wells Fargo, the U.S. Navy, Southwest Airlines, Microsoft, and JC Penney. He lives in Austin, Texas with his wife.