

(Read download) 52 Weeks of Sales Success: America's #1 Salesman Shows You How to Send Sales Soaring

52 Weeks of Sales Success: America's #1 Salesman Shows You How to Send Sales Soaring

Ralph R. Roberts

**Download PDF / ePub / DOC / audiobook / ebooks*



#1848576 in eBooks 2008-12-22 2008-12-22File Name: B001P4N476 | File size: 44.Mb

Ralph R. Roberts : 52 Weeks of Sales Success: America's #1 Salesman Shows You How to Send Sales Soaring before purchasing it in order to gage whether or not it would be worth my time, and all praised 52 Weeks of Sales Success: America's #1 Salesman Shows You How to Send Sales Soaring:

0 of 0 people found the following review helpful. It is a useful bookBy JoseIt is a useful book. I am reading this book and I find it very interesting for people who want to improve the sales. But also it is useful who want to improve their

performance at work.4 of 7 people found the following review helpful. not helpful to meBy A CustomerI'm a new agent and I don't think this book is very helpful. The information in it is pretty obvious and not specific enough to help me. I think the book is a waste of money.1 of 3 people found the following review helpful. Not very helpful.By Mark Anthony WalkerThis book was very hard to read. Why 52 ideas? He should pick an idea and write a real sales book about it. If you want to learn from the true #1 look up Chet Holmes

52 Weeks of Sales Success, 2nd edition is based on Roberts' series of popular weekly sales seminars originally offered to his staff. Ralph now delivers the same energy and sales-generating wisdom and closing tools to everyone who is committed to achieving his or her full potential. In this second edition, Ralph has expanded and updated the material to address issues important to today's salespeople and reveals his field-proven strategies for selling in the 21st Century: Stop thinking like an employee and start thinking like an entrepreneur Surround yourself with positive people Develop systems and procedures Hire an assistant, so you can concentrate on clients Know your product, yourself, and your client Under-promise, over-deliver Turn problems into opportunities

"On my scale of 1 to 10, this off-the-chart book rates an outstanding 12!" -- -- Robert J. Bruss, Tribune Media Services "Ralph Roberts is the best-selling Realtor in America." -- -- Time magazine "Ralph Roberts knows his stuff. Listen and learn!" -- -- Danielle Kennedy, author of How to list and Sell Real Estate and Seven-Figure Selling From the Back Cover An expanded and updated new edition of the ultimate guide to successfully selling anything Based on the popular weekly seminars he originally developed and delivered to his own sales staff, Ralph R. Roberts's 52 Weeks of Sales Success takes you on a week-by-week tour through a year of sales dominance. Inside, you'll discover a treasure trove of sales-generating, profit-boosting wisdom that will help you reach your full potential; no matter what you sell or to whom you sell it. Originally published in 1999, this highly effective and popular sales resource has now been updated and expanded to address important issues for today's high-tech workplace and highly competitive and very global sales environment. 52 Weeks of Sales Success includes much more than just the basics of selling; it's also packed with cutting-edge advice on entrepreneurial selling, maintaining positivity, developing effective systems, and turning problems into opportunities. Put it all together and you've got the ultimate guide to modern selling, full of smart, effective advice on: Setting sales goals and devising a plan to achieve them Treating sales as a business rather than a job Formalizing procedures and tasks Hiring assistants to take on some of the work Prioritizing for improved efficiency Getting to know your products, your clients, and yourself Delivering unbeatable customer service Under-promising and over-delivering Promoting yourself and your business Honing your networking skills and nurturing relationships Using the Internet and social media to improve sales Learning from your mistakes And much more About the Author Ralph Roberts's incredible success in real estate sales is legendary. He has been profiled by the Associated Press, CNN, and Time magazine, and has done hundreds of radio interviews. His company, Ralph R. Roberts Real Estate, Inc., is based in Warren, Michigan. His first book, Walk Like a Giant, Sell Like a Madman, was published in 1997. John Gallagher is a journalist and writer based in Detroit. He collaborated with Ralph Roberts on Walk Like a Giant, Sell Like a Madman.