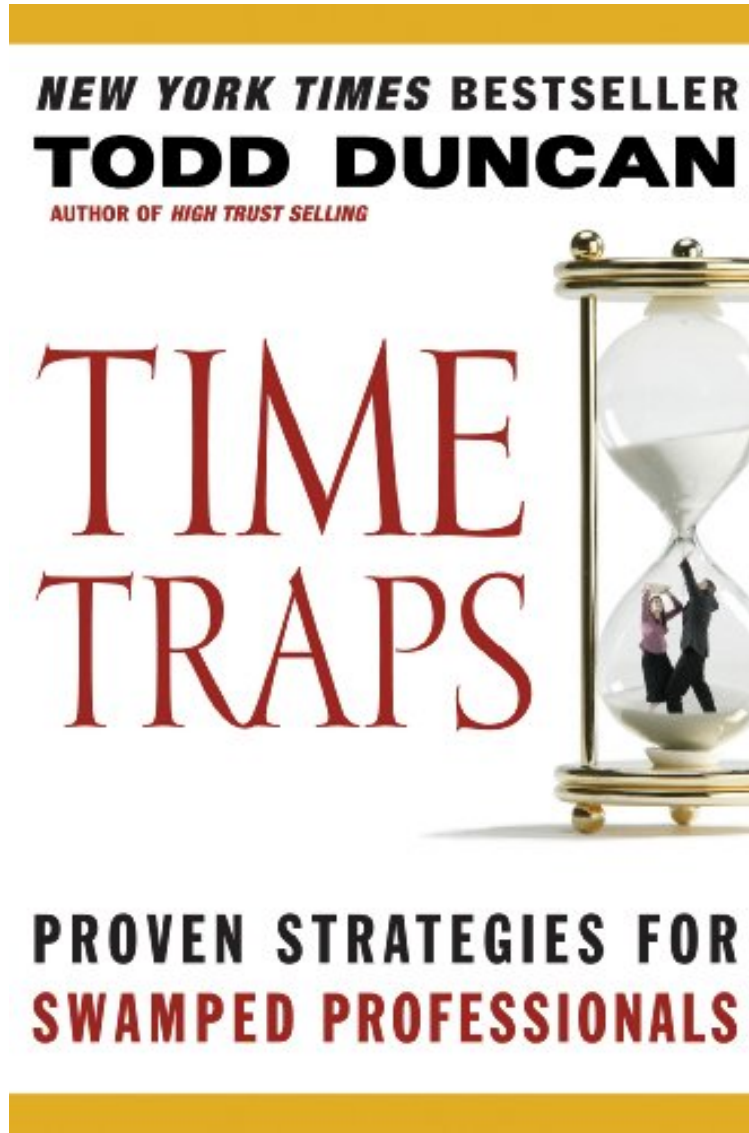


# Time Traps: Proven Strategies for Swamped Salespeople

*Todd Duncan*

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**Todd Duncan : Time Traps: Proven Strategies for Swamped Salespeople** before purchasing it in order to gage whether or not it would be worth my time, and all praised Time Traps: Proven Strategies for Swamped Salespeople:

1 of 1 people found the following review helpful. Great detailed information on how to get your life backBy D. H. SafeerDon't let the title fool you- this is not just for sales people. After all, you're an entrepreneur and have to sell AND do accounting AND market AND answer phones... the list goes on.If you are like me, making the most your time takes constant attention. The concept behind the book is simple: figure the two most valuable uses of your time and maximize the amount of time spent on these two activities. The goal is to be so productive that you can take your

life back- literally in some cases. Shrink your work week from 80 hours to 40, take real vacations, increase customer satisfaction, and reduce the stress in your life. There are several great things about this book. First, it is not a one-size-fits-all. It takes you through steps to achieve your ultimate goal- time spent on your most productive activities. Second, there are very specific action items, some that you can implement today that will help you. Other steps will happen over time. Some ideas are free, some require you to take a leap of faith and pay others to do your less productive tasks. Some ideas you may know, others may be very new. Either way, this is a great book. I just purchased two more copies from .com, one for each of my partners.gorillapreneur.blogspot.comDavid Safeer2 of 2 people found the following review helpful. Very Effective Approach to prioritizing TimeBy Tony A. PhillipsThank you Todd Duncan! This book continues and finishes Referral of a Lifetime. Basically, what Mr Duncan does is call attention to what we are doing with our time. He then presents a clear, concise way in which we can prioritize better. He may have been inspired by John Maxwell's Thinking for a Change. This is because Todd believes in managing your tasks during the day. It is akin to the concept of writing out 6 tasks that need to be accomplished today and work at them until finished without letting any other task interrupt you. What is even better with Mr Duncan's approach is to set up folders in which to place these other tasks that arrive in our lives so that we can categorically and systematically face them at or before their appropriate time. Todd does a great job in finishing this book which will undoubtedly lead to more writings from him. In the Party trap he speaks of Health, financial and spiritual fitness, purpose, and Knowledge. This is a book worth reading even if you are not a "salesperson".0 of 0 people found the following review helpful. Take control of your time, your tasks and your life.By HollyGreat insight for people who feel swamped. We've been told all the things that will help us save time. HOGWASH. For some it's putting down the smart phone, shutting off the email, saying no. These strategies are all outlined in the book and I believe help you be more productive. We waste too much time thinking we are efficient. This book shows you the difference.

**WHERE DO YOU SPEND YOUR TIME?** The answer may shock you. In fact, as much as 75 percent of the time you spend at work is probably a waste of time. That's right. 75 percent! If you're looking to the exploding field of time-management tools for answers, you're only wasting more time. After all, you can't manage time. The only thing you can truly manage is what you do with your time. If you're ready to propel your career and your life to new heights, Time Traps is the book. And now is the time. Endorsements: "Time Traps teaches how balancing your time and using it effectively can get you the freedom you seek."—Dr. Stephen R. Covey, Author of the international bestseller The 7 Habits of Highly Effective People "Todd Duncan knows what it takes to get the most out of a day, and you would be all the wiser for heeding his advice in Time Traps. It's a career and life-changing book."—John C. Maxwell, New York Times best-selling author of The 21 Irrefutable Laws of Leadership "Don't waste another second reading these quotes! Open this book and start learning how to expand your business without sacrificing your life."—Gary Keller, Author of The Millionaire Real Estate Agent "Todd Duncan shows you how to use your time rather than abuse it. He'll teach you to make time an ally to become productive and prosperous. Make time to read this book."—Mark Sanborn, Author of The Fred Factor and president of Sanborn Associates, Inc.