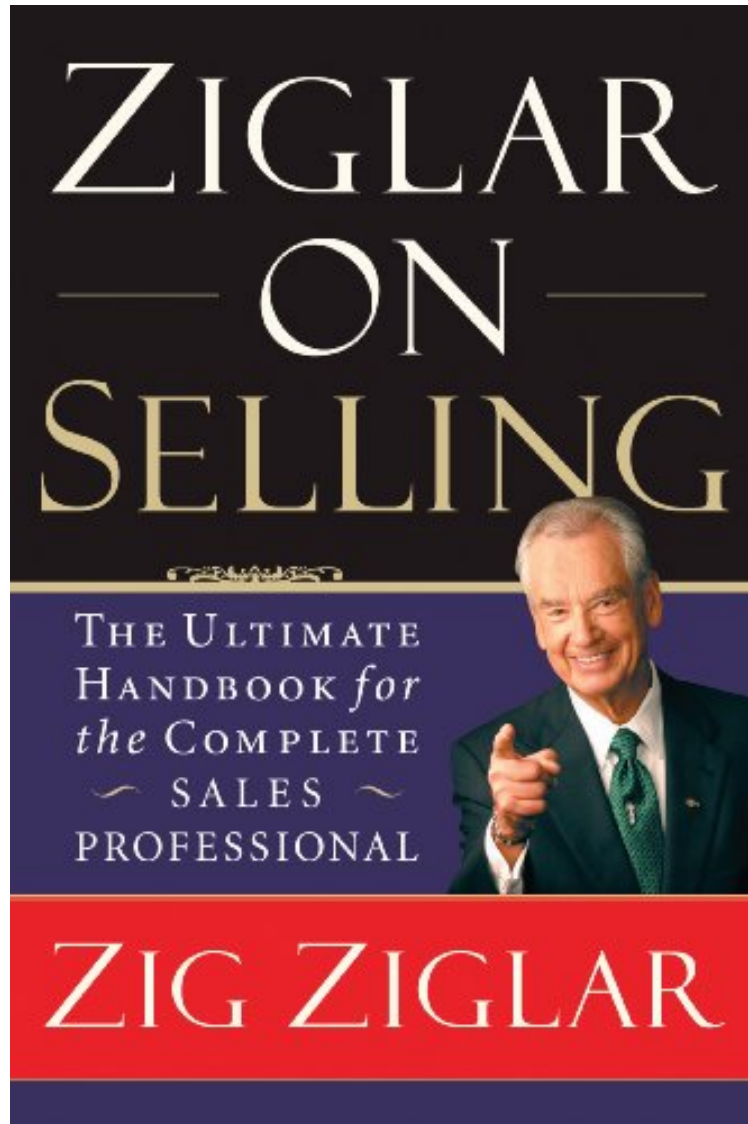


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Ziglar on Selling: The Ultimate Handbook for the Complete Sales Professional

Zig Ziglar

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Zig Ziglar : Ziglar on Selling: The Ultimate Handbook for the Complete Sales Professional before purchasing it in order to gauge whether or not it would be worth my time, and all praised Ziglar on Selling: The Ultimate Handbook for the Complete Sales Professional:

1 of 1 people found the following review helpful. Must for the sales/retail industry By J. Gulia My Husband is in sales for a living and this is his bible. Zig Ziglar is AMAZING. I even enjoy listening to him! I have been in customer service for all my career and am always like, "yeah, Zig, see honey, just like he said!" The only thing I find distracting

is his accent and tone of voice... but I am picky about accents... because I love them... Either way, if accents don't bother you then listen on! If not, then read it! But either way, this book is a must for anyone in the sales/retail industry! 1 of 1 people found the following review helpful. A must read for salespeople. By Customer Zig is one of the best selling coaches that there is. He talks about his wife " the redhead" in the book as they both use the techniques that he speaks on. You will learn about his childhood in Mississippi and how that has influenced his life. If you ever hear him speak he sounds like a preacher he is very good at voice inflection " I'm not sure that is the word". Zig has several books if you read one, the others will have the same info in them but you may learn some new stuff by reading his other books. If you are selling and read this book you will put to use the ideas and become a better salesperson. 3 of 3 people found the following review helpful. Solid Advice from the Legend By Edward J. Barton This review is of the abridged CD version. Zig Ziglar is perhaps one of the most prolific and respected authors and speakers on the topic of sales and sales motivation. His homespun wisdom, easy going approach and tone and tenor make it a realtively easy listen - even though it is packed with info and Zig talks non-stop through three CD's. Covering topics from prospecting and closing to keeping yourself healthy (mentally as well as physically) on the road, the CD set covers the landscape. Every listen brings a couple more nuggets, and you know that Zig is generally on track. Worth the listen.

Want to be on top in your sales career? How do you succeed in the profession of selling? while also maintaining your sanity, avoiding ulcers and heart attacks, continuing in a good relationship with your spouse and children, meeting your financial obligations, and preparing for those "golden years,"?and still have a moment you can call your own? Zig Ziglar shows you how, sharing information, direction, inspiration, laughter, and tears that will help you make the necessary choices for a balanced life?personal and professional. Selling is a magnificently rewarding and exciting profession. It is, however, more than a career. It is a way of life?constantly changing and always demanding your best. In Ziglar on Selling, you'll discover the kind of person you are is the most essential facet in building a successful professional sales career. You've got to be before you can do. "I will see you at the top?"in the world of selling."?Zig Ziglar

From the Inside Flap Drawing on his more than 40 years of sales experience, master motivator Zig Ziglar now provides a wealth of inspirational and practical information for making it in today's fast-paced selling world. He discusses: where, when, and how to find prospects; how to deal with rude, angry, and disgruntled people, why 70% of sales are made between 7:00 A.M. and 1:00 P.M., and so much more. About the Author Zig Ziglar, one of the most sought after motivational speakers in the United States, offers a message filled with humor, hope and enthusiasm for audiences around the world. Many of the books he authored have become worldwide best-sellers.