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10 BEST IDEAS FROM THE
LITTLE RED BOOK OF SELLING |
JEFFERY GITOMER

Little Red Book of Sales
Answers Jeffrey Gitomer's
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My Top 5 Favorite Sales Books of All Time

~~\ "I want to think about it.\ " \ "I want to think it over.\ " Crap! | Sales Training SPIN Selling - My #1 Sales Book \u0026 Why **Change Your Prospect | Sales Tips** Sales Training - Stop closing sales and start providing value, or lose to price. ~~How to Close a Sale - 5 Reasons Clients Don't Buy - M.T. N.U.T. The Secret of Getting All the Referrals You Could Ever Hope For | Jeffrey Gitomer | Sales Tools Neil Rackham, author~~~~

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~~of SPIN selling, on
combining sales and
marketing \~~"The Sales
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801: The Real Estate Agent's
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**Book
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Selling by Jeffrey Gitomer\"
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real story behind The Little
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with THE Jeffrey Gitomer and
Jennif Jeffrey Gitomer's
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12.5 Principles of Sales ...*
The king of sales "Jeffrey Gitomer" has been helping people succeed since 1988! His sales training programs are top-notch! Providing sales consulting, sales training, sales coaching, and more! One of the top sales training programs

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*Sales Training Programs -
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Gitomer*

Why Red? Gitomer explains that The Little Red Book of Selling has so much red ink in it and on it for a number of reasons. These include: Red is the color of passion. Passion is the fulcrum point of selling. No passion, no sales. Red is the color of love. If you don't love what you sell, go sell something else. Red is the brightest color.

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fast! Now, one book brings together all the proven, tested, instant answers they'll ever want: Little Red Book of Sales Answers. This is the legendary Jeffrey Gitomer, the world's #1 sales presenter and author of the inspirational 250,000-copy bestseller Little Red Book of Selling. This new book goes beyond anything Gitomer's ever done, offering 99.5 quick, fun-to-read, real-world answers guaranteed to make sense, and make money!

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Selling- Jeffrey Gitomer
Www.gitomer.com Difference
between failure and success
in the sales:

- Believe you can
- Create the environment
- Have the right associations
- Expose yourself to what's new
- Plan for the day -know your plans and goals
- Become valuable - become known as a resource not a sales person
- Flowe the answers your prospects and customers need
- Recognize and take advantage of opportunity
- Take responsibility
- Take action ...

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Little Gold Book of Yes!
Attitude. His real-world
ideas and content are also
available as online courses
at www.GitomerLearningAcademy.com.

*How Long Does It Take? Am I
There Yet? - Jeffrey Gitomer*

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His most successful title, The Little Red Book of Selling, has sold more than five million copies worldwide and has been translated into 14 languages. It was also chosen by business publishing experts Jack Covert and Todd Sattersten to be listed in their book of The 100 Best Business Books of All Time.

Jeffrey Gitomer - Wikipedia
Jeffrey Gitomer s Little Red Book of Sales Answers Book Review: Salespeople are looking for answers. The fastest, easiest answers that work every time. The good news is, the answers

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Jeffrey Gitomer's Little Red Book of Sales Answers ...

Jeffrey Gitomer is the author of The New York Times best sellers The Sales Bible, The Little Red Book of Selling, The Little Black Book of Connections, and The Little Gold Book of YES! Attitude. All of his books have been number one best sellers on Amazon.com, including Customer Satisfaction is Worthless, Customer Loyalty is Priceless, The Patterson Principles of Selling, The Little Red Book of Sales Answers, The Little Green

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reconstructs them for real
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Did you know that Jeffrey Gitomer's "The Little Red Book of Selling" is the best-selling #sales book of all time?

pic.twitter.com/tV0WowNGwE – Jeffrey Gitomer (@gitomer) October 27, 2014 “I consider myself a frequent flyer, flying roughly 200 times a year.” “I don’t want features, I want value.”

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*The Sale is Defined by the
Customer*

Jeffrey Gitomer wrote The Sales Bible and The Little Red Book of Selling. He makes more than 100 presentations every year to major corporate clients. He writes Sales Moves, a syndicated column, and publishes an e-zine called

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encounter less friction,
require less energy, and get
bigger results faster.

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Selling: • Deliver Value
First • Ask Before Telling •
Communicate in Terms of Them

• Become Your Own Brand •
Earn Referrals and
Testimonials without Asking

• Create Loyal Customers
These 21.5 Laws are the rock
foundation of selling. They
may be invisible but they
are undeniable – and
unbreakable. If you're just
getting started in selling,
you will find the Laws
invaluable. Whether or not
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career. If you've been in sales for a while, you will find yourself saying, "I haven't been doing that." "I knew that! How did I forget?" When we break the Laws we pay the price. Our sales suffer. Our bank account takes a hit. It's an effort to get out of bed and make a sales call, to do our best work – work that is aligned with the Laws. Use Jeffrey's Laws of Selling to recharge your enthusiasm and redirect your actions back to what really works.

A new guide from the author of *The Sales Bible* helps salespeople learn why sales happen, and how it has

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followers. After leading the marketplace with Sell or Die podcast. After delivering more than 350 sold-out public seminars to audiences all over the globe. After writing 13 best-selling books including The Sales Bible and The Little Red Book of Selling... Jeffrey Gitomer has finally written the SALES MANIFESTO. A book that sets the standard, and lays bare what it will take for salespeople to succeed now, and for the next decade. The book, and it's resource links, will take you, the reader to explanations that will disrupt old world sales tactics that no longer

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resonate with buyers, and sets easy to understand and implement elements of what it will take to win more profitable sales. Here's a brief explanation of what's in store as you read, watch, learn, and implement: The MANIFESTO identifies in simple language the 5.5 parts of the new sale, and builds easy-to-learn and easy-to-implement models for each component: 1. Value Attraction (creating social messages that make the reader want more) 2. THEM Preparation (planning strategy, getting ready, and executing) 3. Value Engagement (attraction PLUS value) 4. Connection and

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Completion (perceived value beyond price in both “how to connect” and “connect to make a sale”) 5. Building profitable long-term relationships (loyal, value driven customers) 5.5 Building a permanent referable first-class reputation (both online and community based) This book is not just the answer – it’s a no bullshit book of ANSWERS and ACTIONS that will put you on top of your sales world and keep you there. MANIFESTO is not just MORE. MANIFESTO is... Think. Read. Experience. Observe. Collect – ideas and friends. Expose your thoughts. Attract. Prepare and Be

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