



## Sales Self-Sabotage: Overcoming Personality Barriers to Achievement

By Lane A Stokes L. P. C.

CreateSpace Independent Publishing Platform. Paperback. Book Condition: New. This item is printed on demand. Paperback. 64 pages. Dimensions: 9.0in. x 6.0in. x 0.1in.lf you as a salesperson feel that something is holding you back from making a lot more sales, then this book is for you. If you as a sales manager cannot understand why you cannot train and motivate your agents to achieve more sales, then this book is for you. If you as the spouse of a salesperson cannot understand how your other half can work so long and hard to produce so little income, then this book is for you. If you have never understood why 80 of the salespersons can only sell 20 of the goods and services while the 20 sell 80, then this book is for you. If you want to know how I have learned to change the 80 Personality to the upper 20 Personality, then this book is for you. Actually, SALES SELF-SABOTAGE is about achievement and could apply to anybody desiring to achieve more in any endeavor such as business, relationships, winning golf tournaments, breaking worlds records in sports, and so forth. The book targets salespersons because in our 2013 economy...



## Reviews

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