

W1Fkf [GET] Selling From The Heart: How Your Authentic Self Sells You!

"The best message the sales world has received in a long time!"
- Keenan, Author of Not Taught and Gap Selling

SELLING — from the — HEART



LARRY LEVINE

Co-host of the Selling From the Heart Podcast

CONTINUE ►

Sales have changed in the last 30 years. Gone are the days of manipulative and pushy salespeople who rely on charm to get sales. Selling From The Heart is the new economy where relationships matter and old-school techniques just don't work anymore. Relationships are what will fuel your sales funnel and allow you to reach your sales goals. Social media is a great place to develop those relationships that lead to sales and Larry teaches you how to do in a natural way. Let Larry Levine show you how not to only be yourself, but your best self and succeed! In this powerful book, Larry Levine challenges modern myths about how to approach buyers and close the sale. He deftly shows you how, in a world suffering from information overload and technology fatigue, sales professionals who demonstrate authenticity and empathy gain an unbeatable competitive edge. Jeb Blount, CEO SalesGravy.com and Author of Sales EQ Too many of us (salespeople) look outward for success and in the most brilliant, down to earth way, Selling From The Heart reminds us that our success starts within, not out. In a world of copycats, Larry Levine, with a softness of a benevolent mentor and the disarming approach of Fred Rogers, stresses that we can't win as a copy, but only as an original. "Be YOU!" The best message the sales world has received in a long time. Keenan, CEO of A Sales Guy Selling from the Heart is not really a book about sales. It's a book about YOU. This is the ultimate playbook for showing up as yourself, so you can increase your sales. Deb Calvert, author of DISCOVER Questions® and co-author of Stop Selling & Start Leading Real sales, real world, real life. Larry Levine shares what it takes to be an authentically successful salesperson. Selling From The Heart will have you probing your own heart, and when you read and apply the lessons from the book, you'll find yourself seeing authentically. Mark Hunter, CSP, "The Sales Hunter" author of High-Profit Prospecting and High-Profit Selling Selling From The Heart is powerful, refreshing, and...authentic! Larry Levine and this new book are a breath of much-needed fresh air. He's the most honest social selling expert in the business, and this book is exactly what sellers need today. Larry shares wisdom from his years of successful experience, with both blunt truth and effective advice. You will love his writing style, stories, and most of all, the increased sales from implementing his advice! Mike Weinberg, author of New Sales Simplified, and Sales Management Simplified. In sales, the heart always comes before the head. What I love and admire most about Larry Levine is that he sees the potential in all of us and compels us to act with heart and authenticity. In Selling From The Heart, Larry draws upon the wisdom that is both timeless and relevant. Read it and increase your sales, but more importantly, connect with yourself and live a more meaningful life. Shari Levitin, Founder and CEO of Levitin Group and author of Heart and Sell-10 Universal Truths Every Salesperson Needs to Know,

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From The Heart is powerful, refreshing, and...authentic! Larry Levine and this new book are a breath of much-needed fresh air. He's the most honest social selling expert in the business, and this book is exactly what sellers need today. Larry shares wisdom from his years of successful experience, with both blunt truth and effective advice. You will love his writing style, stories, and most of all, the increased sales from implementing his advice! Mike Weinberg, author of New Sales Simplified, and Sales Management Simplified. In sales, the heart always comes before the head. What I love and admire most about Larry Levine is that he sees the potential in all of us and compels us to act with heart and authenticity. In Selling From The Heart, Larry draws upon the wisdom that is both timeless and relevant. Read it and increase your sales, but more importantly, connect with yourself and live a more meaningful life. Shari Levitin, Founder and CEO of Levitin Group and author of Heart and Sell-10 Universal Truths Every Salesperson Needs to Know,

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