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Be the Red Jacket in a Sea of Gray Suits

By Leanne Hoagland-Smith

Sales Gravy Press, United States, 2009. Paperback. Book Condition: New. 213 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.To win more sales means you must stand out in the overcrowded, highly competitive global marketplace. You need to be the first one noticed so those potential customers are running up to you first, seeking you out, and shoving your competitors to the side. Mixing a practical and direct approach with personal stories and observations, Leanne Hoagland-Smith paints a simple while vivid picture of how sales people can literally be the Red Jacket in a sea of gray suits. In this brilliant new book she hands you the keys that unlock doors that lead to increased sales, loyal customers, and a more fulfilled sales career. You don t have to be in sales to appreciate this book - its core principles apply across every personal and business application. - Debra Anthony, Publisher NBIZ MagazineAn ideal book for both beginner and advanced sales marketing professionals. You can open to almost any page and find an instant nugget to feed your brain the kind of mental food that brings more sales in the door by afternoon. - Christopher...



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