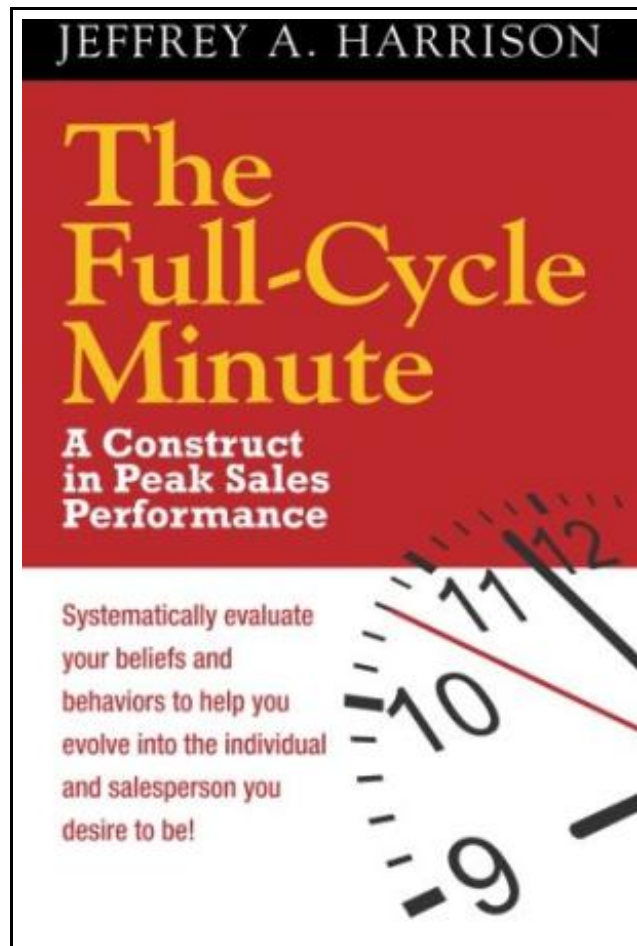


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THE FULL CYCLE MINUTE: A CONSTRUCT FOR PEAK SALES PERFORMANCE

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Harrison Associates, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.I ll be honest, this book is controversial when it comes to the current sales and selling philosophies. Yes, sales can be about numbers if that s your end game. Number of phone calls, cold calls, and networking events, etc. The real number is revenue. If you don t have revenue yet but have numbers you ve missed to boat because figures lie and liars figure. By liars I mean lies to yourself about what is not working yet not having another solution. It s right here. More importantly, are you a complete person in every facet of your being and salesperson self? Or as a manger do you have productive and performance from your current team with the mentality, personality, personal character, sales ability and skill set to achieve revenue goals? Today s selling environment is all about relationships and you need to be one who is capable and competent enough to succeed. And that takes a shift in thinking and the current approach to an ageless challenge, consistent performance without burning out. The basis for relationship building starts with a solid personal foundation. From this all things are possible; a happy personal life, a prosperous career and a sense of evolving that allow your dreams to come true creating an upswing in life s joy. The Full-Cycle Minute is a systematic approach which reveals two successful models to help evaluate your beliefs and behaviors while helping evolve your professional sales skills. These two models will help you achieve peak sales performance by providing a directed approach to becoming the salesperson that any sales manager would love to hire. Develop your ability to elevate your sales...

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