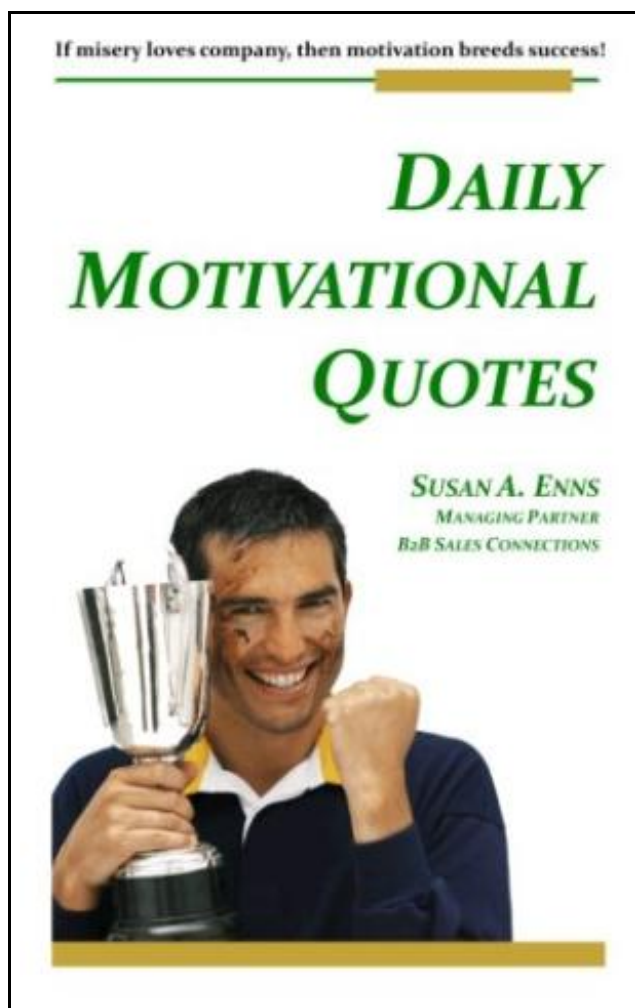


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B2B Sales Connections. Paperback. Book Condition: New. Paperback. 88 pages. Dimensions: 7.8in. x 4.9in. x 0.4in. This is a collection of my favourite motivational quotes all in one place! Some are sales related, some are business related, but most are simply life related. They are in no particular order, just a random thought for each day of the year to help keep you on a positive note. If the old saying misery loves company is true, then motivation must breed happiness! I have spent my entire career, in one form or another, in sales. As such, I have dealt with rejection almost every day of my working life. Don't get me wrong, I have had a very successful career, but no sales person hears yes all the time. In fact, it is just the opposite. We hear no many more times than we hear yes. In sales, rejection is just something we deal with every day. When we let it get us down, it shows to everyone we meet, including our customers, our colleagues and our family. Essentially, our negative attitude becomes our worst enemy. Even if you are not in sales, if you let your negative thoughts get the best of you, you are your own worst enemy too. Given my profession, I have been asked many times how do I stay positive. It can't be easy to keep the right attitude when you have to deal with rejection every day, right? Yes, actually, it can be. I stay positive because I choose to stay positive. I actually make a conscious effort to not be negative and to only be positive. I discovered long ago that a motivational quote always puts me in the right frame of mind. I started searching the internet for a daily quote that made me...



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