

*Jeffrey Gitomer's*  
**LITTLE RED BOOK**  
*of SELLING*



**12.5 Principles**  
**of Sales Greatness**  
*How to make sales FOREVER*



# Jeffrey Gitomer Little Red Selling

**Harvey Mackay**



## **Jeffrey Gitomer Little Red Selling:**

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techniques for success     **Jeffrey Gitomer's [with CD]** Jeffrey Gitomer's,2007     SUMMARY - Little Red Book Of Selling: 12.5 Principles Of Sales Greatness By Jeffery H. Gitomer Shortcut Edition,2021-06-10 Our summary is short simple and pragmatic It allows you to have the essential ideas of a big book in less than 30 minutes As you read this summary you will learn how to make the biggest sales of your life for the rest of your life You will also learn that humor is the ultimate selling point that there are no bad days for a sale just attitudes that are not right that the philosophy of life is the driving force behind your professional activity that regularly changing the presentation of one s product is essential that one should never panic or give up that the real decision maker is not always the one you believe The Little Red Book of Selling is a kind of sales bible It is full of valuable and concrete advice An infallible guide that takes you by the hand and never lets you go throughout the long journey that is the selling process that Jeffrey Gitomer focuses on This is the great strength of this book it is dedicated only to what makes it possible to close deals optimally at a few specific points Become a sales expert in minutes Buy now the summary of this book for the modest price of a cup of coffee     **Jeffrey Gitomer's Little Books Collector Edition** Jeffrey Gitomer,2007-10-29 Want unprecedented results in your sales in your career and in your life Let Wall Street Journal and New York Times bestselling author Jeffrey Gitomer guide you As the world s foremost expert on selling he knows more about success than anyone The collection features the Little Red Book of Selling Little Red Book of Sales Answers Little Black Book of Connections Little Gold Book of YES Attitude and Little Green Book of Getting Your Way Additionally a Gitomer training DVD is included Jeffrey Gitomer s Little Books Collector Edition is a complete and integrated game plan for learning applying and living these proven techniques for success     **Jeffrey Gitomer's The Sales Bible** Jeffrey Gitomer,2023-11-07 Global sales authority Jeffrey Gitomer s bestselling classic The Sales Bible has been updated and appended in this new edition offering you the ultimate sales methods strategies and techniques that really work every day in today s real world selling situations The Sales Bible is a gold mine of practical hands on information for sales professionals with Master Class content that includes The 10 5 Commandments of Sales Success The 39 5 ways to Sales Mastery Top Down Selling the real secret to finding the Decision Maker 25 5 ways to Get The Appointment that has eluded you 19 5 Buying Signals how to recognize them and Real world advice on working a room and Building your Network How to fill your sales pipeline with Prospects that are ready to buy How to ask the Right Questions to make more sales in half the time 10 great cold call Opening lines How to find the Hot Button and push it once you find it When and how to CLOSE THE SALE Hundreds of techniques and sales methods to help you get the toughest buyer to say yes Now at last Jeffrey Gitomer has taken the title that began it all and has completely updated and revised it The Sales Bible is totally reworked to fit into his library of bestselling sales titles It s sure to be THE must have title for sales professionals worldwide who ve already come to know and trust Jeffrey s inventive irreverent sales wisdom     **Jeffrey Gitomer's Sales Manifesto** Jeffrey Gitomer,2019-01-01 Jeffrey Gitomer s SALES MANIFESTO Imperative Actions You Need to Take and Master to Dominate Your Competition and Win for

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