



Straight Forward - to More Appointments (Paperback)

By Phil Jones

Lulu Press Inc, United Kingdom, 2014. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.In today s world of modern selling many people look to overcomplicate simple strategies by adding unnecessary details, making tasks seem more difficult, and presenting their complicated methodologies as fancy acronyms that result in no more than trainers feeling important and the audience left confused. These Straight Forward guides cut out the fluff, de-mystify the nonsense and present tried tested and proven solutions to the challenges faced by sales people on a daily basis. Designed as a light read, this is a book to accompany a cup of coffee, facilitate a sales meeting or invigorate some of that travel time. Relax, enjoy your read and remember some of the reasons you started in this profession.



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Reviews

Extremely helpful for all class of folks. It is really simplified but excitement from the 50 percent of your ebook. You wont sense monotony at at any moment of your time (that's what catalogs are for about if you check with me).

-- Prof. Zachary Pollich V

This book might be worth a read, and superior to other. Of course, it really is engage in, still an interesting and amazing literature. It is extremely difficult to leave it before concluding, once you begin to read the book.

-- Prof. Valentin Hane MD