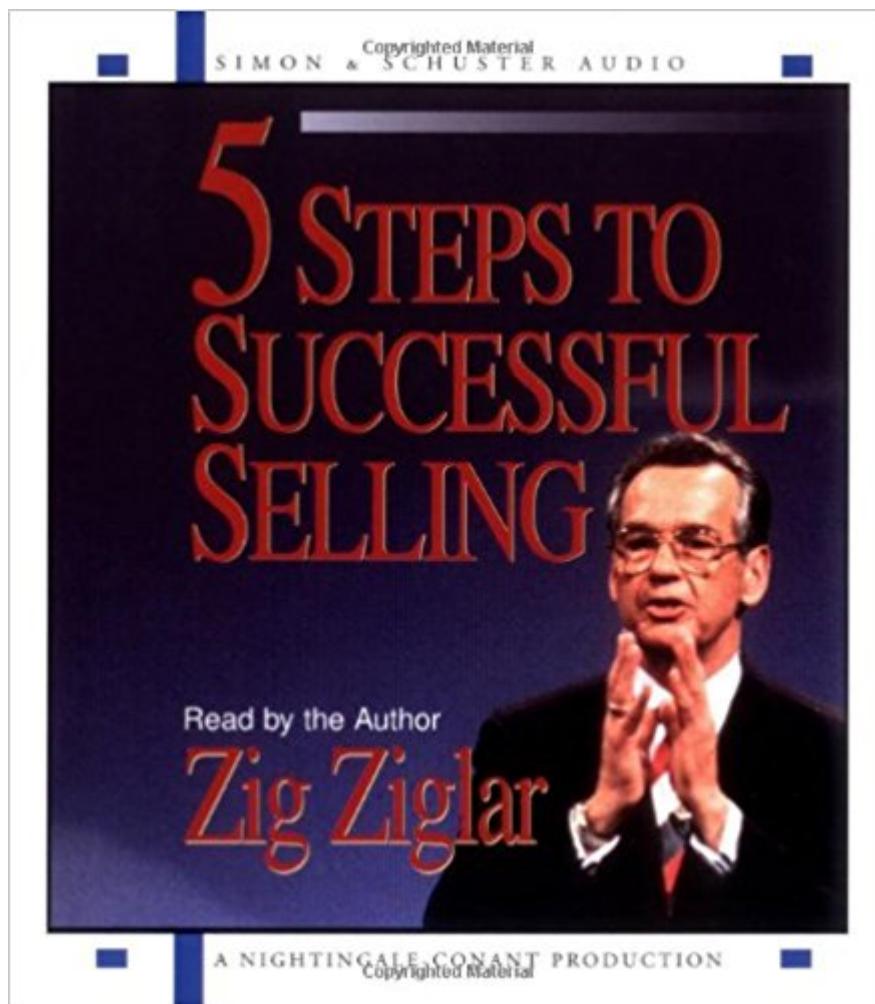


The book was found

5 Steps To Successful Selling



Synopsis

SALES SUCCESS CAN BE YOURS WITH ZIB ZIGLAR'S 5 STEPS TO SUCCESSFUL SELLING
GREAT SALESPEOPLE ARE MADE, NOT BORN You've heard about "natural-born salespeople" -- those super salespeople who seem to perform intuitively and succeed effortlessly. In 5 Steps to Successful Selling, Zig Ziglar shows you that those success stories result from study and observation rather than inborn talent. They are the result of mastering the art of selling. Now you can master those techniques and perfect your own selling skills -- skills that will take you from being a good salesperson to being the best. A super salesman himself, Zig Ziglar draws on his many years of experience to define and explain the keys to successful selling: Prospecting: identifying who can and will buy Presenting: knowing the product and showing it effectively Closing: winning the sale Follow-up: maintaining customer contact Positive self-image: the foundation of success in selling After learning the 5 Steps to Successful Selling -- whether you are a beginner or a seasoned veteran -- you can't help but come away a better salesperson.

Book Information

Audio CD

Publisher: Simon & Schuster Audio/Nightingale-Conant; Adapted edition (August 1, 1995)

Language: English

ISBN-10: 0743520718

ISBN-13: 978-0743520713

Product Dimensions: 4.9 x 0.4 x 5.8 inches

Shipping Weight: 3.2 ounces (View shipping rates and policies)

Average Customer Review: 4.1 out of 5 stars 32 customer reviews

Best Sellers Rank: #175,055 in Books (See Top 100 in Books) #3 in Books > Books on CD > Business > Sales #78 in Books > Books on CD > Business > General #131 in Books > Books on CD > Health, Mind & Body > Self Help

Customer Reviews

Zig Ziglar has motivated the sales forces of multi-national corporations, as well as the thousands of individuals who have attended his seminars and read his books. He is the president of the Zig Ziglar Corporation and the author of the bestsellers *Secrets of Closing the Sale*, *Success* and the *Self-Image*, *5 Steps to Successful Selling*, *How to be a Winner*, and *How to Get What You Want*. Zig Ziglar has motivated the sales forces of multi-national corporations, as well as the thousands of individuals who have attended his seminars and read his books. He is the president of the Zig Ziglar

Corporation and the author of the bestsellers Secrets of Closing the Sale, Success and the Self-Image, 5 Steps to Successful Selling, How to be a Winner, and How to Get What You Want.

I distributed these audio books to my sales team during the holiday season and several have already indicated that they were extremely thankful as they expressed the immediate impact that the "5 Steps To Successful Selling" had on their personal and professional lives.

Only buy it if you are ready to be a better person in all aspects of your life.

Classy advice and insights on sales as a personally fulfilling way of life. Zig Ziglar walked the walk, and we're fortunate to have this record of his insights.

good stuff but he uses too many stories and jokes, i wish he would get to the point faster

I have listened to this CD three times and I hear something every time that I missed the first time. I've been incorporating some of these principles in my sales techniques and as well as when I've taught my classes. I'm looking forward to learning more from Zig.

Very happy with cd & service

Zig Zigler is the best teacher of sales I have ever listened to. This CD simplifies selling like no other.

good read

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