

Jeffrey Gitomers 215 Unbreakable Laws Of Selling Universal Truths For Making Sales Easier Faster And Bigger Now And Forever By Gitomer Jeffrey 2013 Hardcover

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– Jeffrey Gitomer Just like in the natural world, there are 21.5 universal laws of selling which apply in all settings and in all situations. It is these laws which determine whether you excel or stumble along in mediocrity.

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His latest book is called, 21.5 Unbreakable Laws of Selling: Universal Truths for Making Sales Easier, Faster, and Bigger NOW and FOREVER! In this interview, he talks about the art of selling...

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These 21.5 Laws are the rock foundation of selling. They may be invisible but they are undeniable — and unbreakable. If you're just getting started in selling, you will find the Laws invaluable. Whether or not you learn them and follow them will make or break your career.

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Here's a sampling of Jeffrey's 21.5 Laws of Selling: * Deliver Value First * Ask Before Telling * Communicate in Terms of Them * Become Your Own Brand * Earn Referrals and Testimonials without Asking * Create Loyal Customers These 21.5 Laws are the rock foundation of selling. They may be invisible but they are undeniable - and unbreakable.

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Jeffrey Gitomer's 21.5 Unbreakable Laws of Selling By Jeffrey Gitomer. Release Date: 2013-09-03 Genre: Business & Personal Finance

There are universal laws of selling that determine whether you succeed, or don't succeed — whether you earn enough to enjoy the lifestyle you want or struggle to make ends meet. When you align the wind with your sails, you move effortlessly across the water. When your sails are out of alignment, you flounder and go nowhere. If you align your thinking and actions with these powerful laws of selling, you will be more effective and efficient. You will encounter less friction, require less energy, and get bigger results faster. Here's a sampling of Jeffrey's 21.5 Laws of Selling: • Deliver Value First • Ask Before Telling • Communicate in Terms of Them • Become Your Own Brand • Earn Referrals and Testimonials without Asking • Create Loyal Customers These 21.5 Laws are the rock foundation of selling. They may be invisible but they are undeniable — and unbreakable. If you're just getting started in selling, you will find the Laws invaluable. Whether or not you learn them and follow them will make or break your career. If you've been in sales for a while, you will find yourself saying, "I haven't been doing that." "I knew that! How did I forget?" When we break the Laws we pay the price. Our sales suffer. Our bank account takes a hit. It's an effort to get out of bed and make a sales call, to do our best work — work that is aligned with the Laws. Use Jeffrey's Laws of Selling to recharge your enthusiasm and redirect your actions back to what really works.

Harvey Mackay is a legend-and now he's back with the sum total of decades of sales know-how, teaching go-getters how to make the sale and hit the numbers, day in and day out. His advice is rooted in road-tested, real-world experiences and include new tips on the Web, LinkedIn and Facebook. As a lifelong student of the sales game, Mackay has spent decades collecting secrets, wisdom, and anecdotes. He features his Mackay Morals-life lessons such as: • Big shots are just little shots who kept shooting. • Helping someone up won't pull you down-and could very easily pull them to your side. • Be like the turtle: If he didn't stick his neck out, he wouldn't get anywhere at all. There is no one better to show you how to be a high-energy, determined, creative sales dynamo than Harvey Mackay.

Eric Butterworth has earned the trust of millions with his sound, hard-hitting advice on how to make life better through the practice of metaphysics. This adaptation from A Course in Practical Metaphysics is packed with insights, activities, and meditations which will increase your spiritual awareness and help you live a more fulfilling life. Learn about the background of metaphysics, the aspects of God, the will of God, Jesus, spiritual awakening, and how words and thought affect your life. Explore the practicality of metaphysics focusing on subjects such as faith, the presence and power of God, love, prayer, healing, prosperity, and more. Compiled by Mark Hicks from A Course in Practical Metaphysics and edited by Michael A. Maday.

Ray Kurzweil is the inventor of the most innovative and compelling technology of our era, an international authority on artificial intelligence, and one of our greatest living visionaries. Now he offers a framework for envisioning the twenty-first century--an age in which the marriage of human sensitivity and artificial intelligence fundamentally alters and improves the way we live. Kurzweil's prophetic blueprint for the future takes us through the advances that inexorably result in computers exceeding the memory capacity and computational ability of the human brain by the year 2020 (with human-level capabilities not far behind); in relationships with automated personalities who will be our teachers, companions, and lovers; and in information fed straight into our brains along direct neural pathways. Optimistic and challenging, thought-provoking and engaging, The Age of Spiritual Machines is the ultimate guide on our road into the next century.

Learn how to go online with a winning sales and marketing strategy in this insightful resource Go Live! Turn Virtual Connections into Paying Customers helps readers understand and take advantage of several online tools to boost their sales and increase their revenue. Accomplished salesperson, consultant, and online personality Jeffrey Gitomer describes how tools like Facebook Live and podcasting can drive sales and help you connect with your customers. You'll discover: How to use tools like YouTube, LinkedIn Live, podcasting, and Facebook Live to connect with and develop your leads How to properly utilize social media like Instagram and Twitter to spread your message and sell to clients How to promote and repurpose content to create as big an impact on your audience as possible Written specifically for a post-pandemic sales audience, Go Live! Turn Virtual Connections into Paying Customers delivers results for anyone expected to deliver sales results in a virtual environment. It also belongs on the bookshelves of those who hope to take their successful offline sales strategies to the online world.

The art of persuasion as taught by one of the world's most sought-after speakers and pitchmen In this daring book, Joel Bauer teaches you how to persuade by making your messages entertaining. Learn the secrets behind "The Fright Challenge," "The Transformation Mechanism," and other persuasion tactics used by pitchmen, carneys, and conjurers to convince people to their way of thinking. Along with coauthor Mark Levy, Bauer has taken these ethical, entertainment-based techniques, and has made them practical for everyday use-capable of influencing one person or a thousand, in business and in life. Joel Bauer (Los Angeles, CA) is an expert in performance-based live marketing who The Wall Street Journal online referred to as "undoubtedly the chairman of the board" of corporate tradeshow rain-making. Mark Levy (Chester,

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NJ) has written for the New York Times, has authored or coauthored three books, and is the founder of Levy Innovation, a consulting firm that makes individuals and companies memorable.

Why should we be good? How should we be good? And how might we more deeply understand the moral and ethical failings--splashed across today's headlines--that have not only destroyed individual lives but caused widespread calamity as well, bringing communities, nations, and indeed the global economy to the brink of collapse? In *The Difficulty of Being Good*, Gurcharan Das seeks answers to these questions in an unlikely source: the 2,000 year-old Sanskrit epic, Mahabharata. A sprawling, witty, ironic, and delightful poem, the Mahabharata is obsessed with the elusive notion of dharma--in essence, doing the right thing. When a hero does something wrong in a Greek epic, he wastes little time on self-reflection; when a hero falters in the Mahabharata, the action stops and everyone weighs in with a different and often contradictory take on dharma. Each major character in the epic embodies a significant moral failing or virtue, and their struggles mirror with uncanny precision our own familiar emotions of anxiety, courage, despair, remorse, envy, compassion, vengefulness, and duty. Das explores the Mahabharata from many perspectives and compares the successes and failures of the poem's characters to those of contemporary individuals, many of them highly visible players in the world of economics, business, and politics. In every case, he finds striking parallels that carry lessons for everyone faced with ethical and moral dilemmas in today's complex world. Written with the flair and seemingly effortless erudition that have made Gurcharan Das a bestselling author around the world--and enlivened by Das's forthright discussion of his own personal search for a more meaningful life--*The Difficulty of Being Good* shines the light of an ancient poem on the most challenging moral ambiguities of modern life.

Explores yoga and meditation in Eastern religions, incorporating psychological and social aspects of these practices.

Discover the lost secrets of accomplishment and achievement! Do you want to do more, accomplish more? Of course you do, everyone does. So, what's stopping you? *Get Sh*t Done* not only shows you what's preventing you from daily achievement, it provides the tools and the strategies to help you get to where you want to be. *Get Sh*t Done* is much more than just the title of this book, it's the method that unlocks the secrets of accomplishment and achievement--the GSD Secret Formula. In this book, you will learn to identify and implement the elements of superior productivity, eliminate the causes of procrastination, and achieve the best possible outcomes in business and in life. This valuable guide gives you a comprehensive, step-by-step plan for achieving maximum productivity. Bestselling author and "King of Sales" Jeffrey Gitomer guides you through each aspect of the GSD process, from attitude, desire, and determination, to goals, productivity, resilience, and fulfillment. Engaging and easy to read, this book shows you how to discover the best ways to invest your time into productive and profitable actions--and feel great about your achievements. Using the proven, immediately-actionable GSD Formula, you're on your way to: Doubling your achievements, your work habits, and your income Implementing simple shifts and simple actions that increase positive outcomes Recognizing the early warning signs of procrastination and reluctance Eliminating the major GSD distractions that hold you back Discovering how to select, set, and achieve your goals *Get Sh*t Done: The Ultimate Guide to Productivity, Procrastination, & Profitability* is a must-have resource for anyone who wants to never again say "I'll do it later" and just get it done.

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