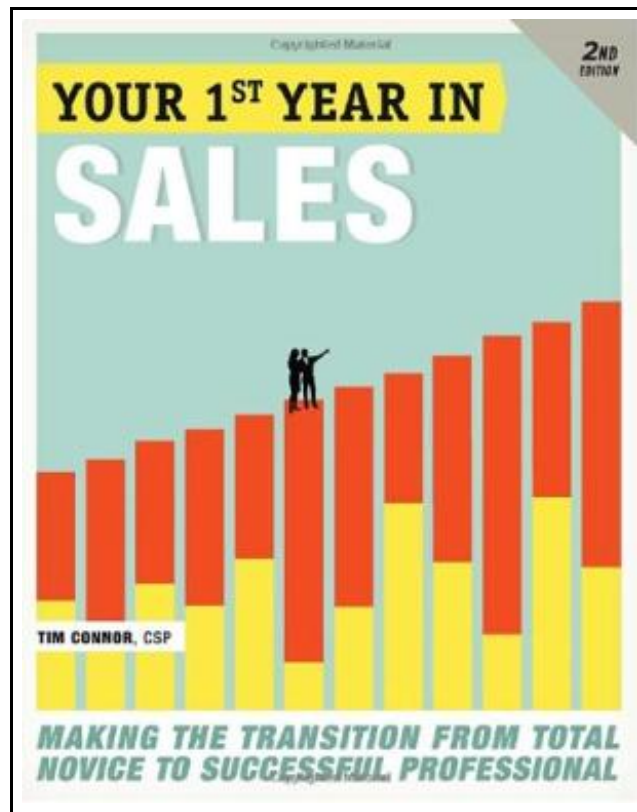


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Random House USA Inc, United States, 2010. Paperback. Book Condition: New. 2nd. 234 x 186 mm. Language: English . Brand New Book. Real Solutions and Advice from the Sales Trenches Why did you choose sales as a career? In a word, money! Your new profession has the potential to be both financially rewarding and personally satisfying. But let's face it: Your first year in sales will likely be your most challenging. So, is it possible to enjoy your new career and be a successful salesperson from day one? The answer is yes. In this revised and updated edition of *Your First Year in Sales*, professional speaker and sales veteran Tim Connor offers simple, proven strategies to overcome those first-year obstacles and position yourself for lifelong success. You'll find savvy, step-by-step techniques for learning how your skills and talents--your motivation, strengths, willingness to sacrifice, and expectations--can put you on the fast track to being a sales leader. Be your best from your first sales call by knowing how to: - Adopt an attitude for sales success and present yourself as wise beyond your years. - Achieve financial results--immediately. - Use new technology and social networking to your best possible advantage. NEW! - Set--and reach--important career goals. - Overcome adversity, especially during tight economic times. NEW! - Create and maintain professional sales relationships. - Obtain an early balance between your life and your career. - And so much more! With quizzes, strategies, and resources, and more, this informative, inspirational, and motivational book is your personal mentor, guiding you toward a rewarding sales career. Tim Connor is a master salesman--no one is more qualified to share wisdom on selling. --Charlie Tremendous Jones, full-time speaker, trainer, and bestselling author.



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