



Fired Up! Selling: Great Quotes to Inspire, Energize, Succeed (Hardback)

By -

Bard Press, United States, 2017. Hardback. Condition: New. Language: English . Brand New Book. Salespeople love quotes! They put them on their refrigerator doors, post on their bathroom mirrors, carry them as a reminder, use in speeches and team meetings, and send in emails. They use quotes to fire up their sales teams, their friends and themselves. A unique crowd-sourcing model, The Fired UP! Selling™ Project was developed to select great quotes for the book created by salespeople, for salespeople, with the quotes selected by salespeople. Using the criteria of ETE (Elegance, Truth, and Energy), quotes were drawn for testing from many sources, from sales leaders and beyond. More than 1,000 Quote Judges from around the world (salespeople, sales managers, sales trainers, consultants, and bloggers) rated 1,005 quotes. 307 of the highest scoring quotes were selected for the book. Think Big, Get Going, Keep Going, Make the Sale, Succeed, and A Stronger, Better You, comprise the six parts. Cross-referenced subject and author indexes make it easy for readers to find the quote they need and search for their favorite authors. Unique features: The focus is inspiration, motivation, a nudge, a kick in the seat of the pants to make sales...



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Reviews

This publication is definitely worth buying. It can be loaded with wisdom and knowledge I am easily could possibly get a satisfaction of looking at a composed publication.

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Very helpful to all type of individuals. It really is rally interesting throgh looking at time. Its been designed in an extremely basic way which is just soon after i finished reading this pdf through which basically modified me, change the way i believe.

-- **Tyshawn Brekke**