

# The Creation of a Selling Organization (Classic Reprint) (Paperback)

Filesize: 1.42 MB

## Reviews

Very good e-book and helpful one. It is among the most awesome publication we have read. Its been developed in an remarkably simple way in fact it is simply right after i finished reading this book through which basically transformed me, affect the way i really believe. (Prof. Kacey O'Hara)

### THE CREATION OF A SELLING ORGANIZATION (CLASSIC REPRINT) (PAPERBACK)



To download **The Creation of a Selling Organization (Classic Reprint) (Paperback)** eBook, you should refer to the hyperlink below and download the document or have access to other information which are relevant to THE CREATION OF A SELLING ORGANIZATION (CLASSIC REPRINT) (PAPERBACK) ebook.

Forgotten Books, 2018. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Excerpt from The Creation of a Selling Organization The first essential to the creation of a successful selling organization is that it be recognized as the most important part of the business. This is true without regard to the price of the product which is to be sold, its quality or quantity. Disregard of this fact has caused many failures. Articles pos sessing unusual merit frequently go down unheard of in the swallowing sea of competitive commerce because their disposal has been entrusted to sales organizations devoid of merit, whereas inferior articles often obtain a wide market by reason of having a good sales organization behind them. There is no concern so big, nor is there one so small, that those who are responsible for its success can, without courting disaster, do other than give their best thought, their greatest energy and their closest personal attention to the sales department. Econ omy of manufacture, or, in the case of a wholesaler, close and careful buying, are things which should be both desired and accomplished, but they will count for little unless there is created a sufficient demand for the goods to make possible the distribut ion of the fixed charges over a large output. Ourgreatest manufacturing and mercantile concerns are great, chie?y because they have mastered the art of marketing their products with a maximum of return at a minimum of expense. It is important that the man directly in charge of the sales department should himself be a successful salesman. If the president of the company is quali fied for this position, so much the better; in any event, it should generally be filled by an officer, with title and authority no...

Read The Creation of a Selling Organization (Classic Reprint) (Paperback) Online
Download PDF The Creation of a Selling Organization (Classic Reprint) (Paperback)

#### See Also

لحر

[PDF] DK Readers L1: Jobs People Do: A Day in the Life of a Firefighter Access the hyperlink beneath to get "DK Readers L1: Jobs People Do: A Day in the Life of a Firefighter" document. Save eBook

ځر

[PDF] The Mystery of God s Evidence They Don t Want You to Know of Access the hyperlink beneath to get "The Mystery of God s Evidence They Don t Want You to Know of" document. Save eBook

لحر	
•	

[PDF] No Friends?: How to Make Friends Fast and Keep Them Access the hyperlink beneath to get "No Friends?: How to Make Friends Fast and Keep Them" document. Save eBook

ځ

[PDF] Kindergarten Culture in the Family and Kindergarten; A Complete Sketch of Froebel s System of Early Education, Adapted to American Institutions. for the Use of Mothers and Teachers

Access the hyperlink beneath to get "Kindergarten Culture in the Family and Kindergarten; A Complete Sketch of Froebel's System of Early Education, Adapted to American Institutions. for the Use of Mothers and Teachers" document. Save eBook

لحر	

[PDF] Learn em Good: Improve Your Child s Math Skills: Simple and Effective Ways to Become Your Child s Free Tutor Without Opening a Textbook

Access the hyperlink beneath to get "Learn em Good: Improve Your Child s Math Skills: Simple and Effective Ways to Become Your Child s Free Tutor Without Opening a Textbook" document.

Save eBook

»

لحر	

#### [PDF] History of the Town of Sutton Massachusetts from 1704 to 1876

Access the hyperlink beneath to get "History of the Town of Sutton Massachusetts from 1704 to 1876" document. Save eBook