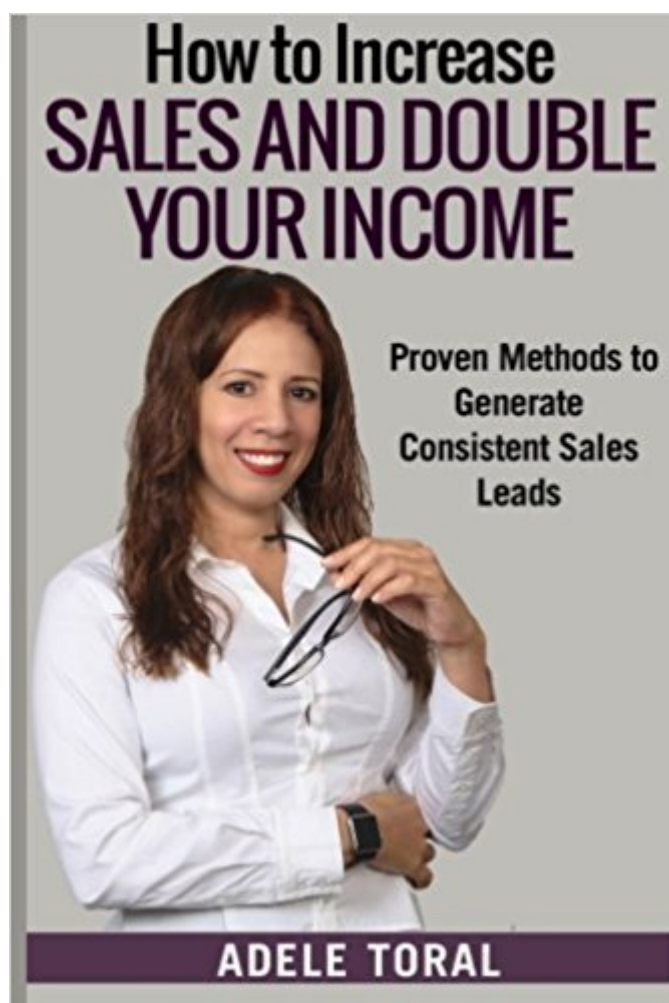


The book was found

How To Increase Sales And Double Your Income: Proven Methods For Generating Consistent Sales Leads



Synopsis

In sales, you need to have a survival instinct, and you need to be on the prowl and ready when an opportunity presents itself. You will be surprised how subtly opportunities show up and how they can slip by and go with the competition if you are not paying attention. To make sure that you are at the right place at the right time, this book will provide you guidelines. You will learn what successful people know and how they learn from each failure, as it will help them make better decisions that lead to success later. This book also highlights, how this is done and what questions to ask when you fail. You will learn the single most important activity for your sales career that will guarantee your success.

Book Information

Paperback: 132 pages

Publisher: Adele Toral (October 30, 2015)

Language: English

ISBN-10: 0996953205

ISBN-13: 978-0996953207

Product Dimensions: 6 x 0.3 x 9 inches

Shipping Weight: 9 ounces (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 7 customer reviews

Best Sellers Rank: #852,782 in Books (See Top 100 in Books) #70 in Books > Business & Money > Marketing & Sales > Marketing > Telemarketing

Customer Reviews

Just finished reading this book and its amazing! A must have! This book is REAL, full of advice and easy to follow steps that are already proven to work... Being in sales I have read many books and I can honesty say I have learned a lot from this author! I would highly recommend...

Great book! Concise set of tips - gets straight to the point and motivates you to make changes and increase your sales!

I have worked with Adele for over 5 years and I can honestly say that her methods work. She has a very simplistic yet detailed approach to the art of sales which after applying these methods immediately increased my numbers. She is constantly at the top of the pack in sales and has been for the past 12 years running. This is a must read for anyone looking to become the best sales

person they can be and increase his or her income. I'm looking forward to the next series!

Just Purchased this book and I love it !! In this seminal work, Adele Toral lays out the inner motivations of sellers, explaining how they interact to create opportunities for both parties. Insightful and essential. I would Highly recommend this book to anybody thinking of getting into sales or for anybody already experienced. Very detailed and she makes it so easy to learn.

I have been waiting for this book for years! I have worked with Adele for 10 years and have seen her consistently meet or surpass her sales goals. Any tips she is offering should absolutely be followed by anyone who is looking for guaranteed success in sales! Adele is someone who practices what she preaches and finally having all her wisdom in one book is priceless!

I'm not in sales or have my own business, but who doesn't want to hear how you can double your income? I was pleasantly surprised. Even though the book has references to sales, I especially liked the chapter on visualization and wish boards. And the parts on time management. I recommend this book.

Finally found a book that has techniques that are pretty simple to understand and easy to apply. I love it!!

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