
Jeffrey Gitomer Little Red Selling

More Than a Number
 Jeffrey Gitomer's 21.5 Unbreakable Laws of Selling
 The Sales Bible New Ed
 Objections
 Jeffrey Gitomer's Little Platinum Book of Cha-ching!
 Jeffrey Gitomer's Little Gold Book of Yes! Attitude
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 The Best Damn Sales Book Ever
 The Perfect Close
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 Get Sh*t Done
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 Go Live!
 Strategic Selling
 Go Live!
 Jeffrey Gitomer's Little Green Book of Getting Your Way
 Jeffrey Gitomer's Little Gold Book of YES! Attitude: New Edition, Updated & Revised
 The Sales Bible
 Customer Satisfaction is Worthless, Customer Loyalty is Priceless
 Stop Selling and Start Leading
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 It Works
 Jeffrey Gitomer's Little Red Book of Sales Answers
 The Transparency Sale
 Never Cold Call Again
 Knock Your Socks Off Selling
 Jeffrey Gitomer's Little Teal Book of Trust
 Dealstorming
 Jeffrey Gitomer's The Sales Bible
 The 100 Best Business Books of All Time
 The Sales Magnet
 Secrets of Closing the Sale
 The Very Little but Very Powerful Book on Closing
 Go-Givers Sell More
 Startup CEO
 SUMMARY - Little Red Book Of Selling: 12.5 Principles Of Sales Greatness By Jeffery H. Gitomer

Jeffrey Gitomer Little Red Selling

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More Than a Number Simon and Schuster

* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. As you read this summary, you will learn how to make the biggest sales of your life, for the rest of your life. You will also learn : that humor is the ultimate selling point; that there are no "bad days" for a sale, just attitudes that are not right; that the philosophy of life is the driving force behind your professional activity; that regularly changing the presentation of one's product is essential; that one should never panic or give up; that the real decision-maker is not always the one you believe. "The Little Red Book of Selling" is a kind of sales bible. It is full of valuable and concrete advice. An infallible guide that takes you by the hand and never lets you go, throughout the long journey that is the selling process that Jeffrey Gitomer focuses on. This is the great strength of this book: it is dedicated only to what makes it possible to close deals optimally, at a few specific points. Become a sales expert in minutes! *Buy now the summary of this book for the modest price of a cup of coffee!

Jeffrey Gitomer's 21.5 Unbreakable Laws of Selling John Wiley & Sons

With their national bestseller *The Go-Giver*, Bob Burg and John David Mann took the business world by storm, showing that giving is the most fulfilling and effective path to success. That simple, profound story has inspired hundreds of thousands of readers around the world-but some have wondered how its lessons stand up to the tough challenges of everyday real-world business. Now Burg and Mann answer that question in *Go-Givers Sell More*, a practical guide that makes giving the cornerstone of a powerful and effective approach to selling. Most of us think of sales as convincing potential customers to do something they don't really want to. This mentality sets up an adversarial relationship and makes the sales process much harder than it has to be. As Burg and Mann demonstrate, it's far more productive (and satisfying) when salespeople think like Go-Givers. Cultivate a trusting relationship and focus exclusively on creating value for the other person, say the authors, and great results will follow automatically. Drawing on a wide range of examples of real-life salespeople who have prospered by giving more, Burg and Mann offer tips and strategies that anyone in sales can start applying right away.

The Sales Bible New Ed John Wiley & Sons

Offers a step-by-step, fully integrated game plan for understanding and mastering one's attitude, revealing ways to maintain one's intensity, drive, and commitment.

FT Press

A leading authority on sales and customer service reveals how to close the deal on your terms. This powerful book shows you new perspectives on closing that builds relationships, creates partnerships, and allows you to win your price on your terms. The Very Little But Very Powerful Book on Closing is a great tool to help you ask effective closing questions, create urgency, and find your winning formula. With this book as your guide, you'll master closing the sale in just five steps. • Packed with insights grounded in real world experience from the bestselling author of The Sales Bible and The Little Book of Leadership • Contains essential advice from the leading authority in sales and customer service • Teaches you how to ask the right questions to close the sale

Objections Sound Wisdom

Since its initial publication in 1994, Morrow's hardcover edition of Jeffrey Gitomer's THE SALES BIBLE has sold over 117,000 copies, and another 100,000 in paperback (published by Wiley). But in the 13 years since then, Gitomer has made himself into a sales powerhouse with huge success around an inventively packaged series of books, with his classic THE LITTLE RED BOOK OF SELLING at its heart. Now at last, Gitomer has taken the title that began it all, and has completely revised it. The Sales Bible is totally reworked to fit into his line of bestselling sales titles. It's sure to be THE must-have title for sales professionals worldwide who've already come to know and trust Jeffrey's inventive, irreverent sales wisdom through his "Little [Color] Book of..." series.

Jeffrey Gitomer's Little Platinum Book of Cha-ching! Penguin

"What's your company's social media policy? Probably shortsighted. Business social media, or, social networking, has become more than a global phenomenon. When combined with your online presence and online outreach, it's a global business phenomenon and a revenue generating phenomenon..."--Dust jacket flap.

Jeffrey Gitomer's Little Gold Book of Yes! Attitude Sound Wisdom

Global sales authority Jeffrey Gitomer's bestselling classic, The Sales Bible, has been updated and appended in this new edition, offering you the ultimate sales methods, strategies and techniques that really work — every day, in today's real-world selling situations. The Sales Bible is a gold mine of practical, hands-on information for sales professionals with Master Class content that includes: • The 10.5 Commandments of Sales Success. • The 39.5 ways to Sales Mastery. • Top-Down Selling—the real secret to finding the Decision Maker. • 25.5 ways to Get The Appointment that has eluded you • 19.5 Buying Signals—how to recognize them, and • Real-world advice on working a room and Building your Network • How to fill your sales pipeline with Prospects that are ready to buy • How to ask the Right Questions to make more sales in half the time • 10 great cold-call Opening lines • How to find the Hot Button and push it once you find it • When and how to CLOSE THE SALE. Hundreds of techniques and sales methods . . . to help you get the toughest buyer to say "yes." Now at last, Jeffrey Gitomer has taken the title that began it all, and has completely updated and revised it. The Sales Bible is totally reworked to fit into his library of bestselling sales titles. It's sure to be THE must-have title for sales professionals worldwide who've already come to know and trust Jeffrey's inventive, irreverent sales wisdom.

Jeffrey Gitomer's Little Red Book of Sales Answers Financial Times/Prentice Hall

Salespeople are among the most highly paid professionals in American society, and they are very important to the economy. Why, then, do so few people respect sales as a career? In Non-Manipulative Selling the authors attempt to address that question for a broad business audience. Non-Manipulative Selling offers the strategies and techniques for creating customers, not just sales.

Jeffrey Gitomer's Little Gold Book of Yes! Attitude Wiley

If you want to discover how to close sales using the best practice (one that's non-pushy, flexible, natural & easy to learn) then read this book. Author James Muir shares unique insights on how 'closing the sale' can be done with a natural, non-pushy sales strategy that breaks the stigma often associated with professional sales. The latest science shows that old, counter-productive closing tactics backfire and hold you back. In The Perfect Close you will learn a closing method that is nearly always successful (in the 95% range). It's zero pressure and involves just two questions. It's a clear & simple approach that is flexible enough to use on every kind of sale at every given stage. It can be learned in less than an hour and mastered in a day. In The Perfect Close: The Secret to Closing Sales you will learn:- A simple method to closing that is nearly always successful (95% range) - Is zero pressure & involves just two questions- How traditional closing techniques damage trust & what you can do remain on emotionally higher ground- How to close more sales in a way that makes clients feel more educated, in control and see you as a facilitator & consultant- A proven and repeatable process for advancing sales that can be used in any kind of sale at any given stage- How to add continuous momentum & advance your sales in a way that results in more closed business & faster closed business- A natural way to close that doesn't require that you change your personality or become someone you're not- How to completely eliminate the stress & tension that some people feel when it comes to asking for commitments- How to add value on every sales encounter Everything you need to know to advance every sale to closure The Perfect Close represents the best practice in closing sales today.

The Best Damn Sales Book Ever Ft Press

A nationally syndicated columnist and sales trainer shows how to convert "satisfied" customers into "loyal" customers. Includes real-world techniques, helpful checklists, inspiring stories, and thought-provoking self-tests.

The Perfect Close Jeffrey Gitomer's Little Gold

"Over the years, I have seen them all, and Warren Greshes is one of the very best. In his wonderful new book, Warren distills a lifetime of sales training into sixteen actionable tools, which, if you use them, will guarantee that you too reach your goals." - Mark Terry, President, Harman Pro Group "A great read! Warren says it all in a way that's not only easy to understand, but even easier to implement. No need to ever read another book on this subject." -John Gamauf, President Consumer Replacement Tire Sales Bridgestone Firestone North American Tire, LLC "Put this book on your must-read list if you want to learn successful strategies for taking your distribution team to the next level. Through motivation and education, Warren Greshes has captivated our very best top managers and producers. He pushes them to succeed and to keep their goals out in front of them, all the while maintaining a clear message, infused with his sense of humor. Warren has helped pave our way to success." -Bernadette Mitchell, Vice President Retirement Benefits Group, AXA Equitable "Warren is truly an expert in the field of sales! His grassroots ideas are practical, designed for immediate implementation, and are sure to lead to top-notch results. This book is a must-read for those new to sales and those veteran salespeople who want to take their skills to the next level." -Raj Madan, corporate

marketing executive, financial services industry

Why They Buy John Wiley & Sons

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.

Truthful Living Sound Wisdom

The successful "Knock Your Socks Off" (KYSO) formula for wowing customers is back, adapted into a surefire strategy for winning sales by the illustrious consulting team of Gitomer and Zemke. The book will help salespeople succeed in today's complex and stiffly competitive sales environment.

Non-Manipulative Selling John Wiley & Sons

Jeffrey Gitomer's *The Little Green Book of Getting Your Way* digs deep into the 9.5 elements that make persuasion, and getting your way, happen. By breaking down the elements, the reader will begin to understand, take action, become proficient, and then master the ability to persuade. Because persuasion occurs in so many different areas of life and business, Gitomer leads the reader from mental readiness to the principles of getting your way and the power that persuasion offers. He challenges the reader to prepare before they present, to prepare before they try to persuade. He demonstrates how to change a presentation into a performance and shows how this can be done in any environment. But because persuasion most often takes place in business, he draws special emphasis to the reader's ability to write and sell persuasively. The book talks about the persistence that enables winning persuasion. He brings the Benjamin Franklin quote "If at first you don't succeed, try, try again" to the Gitomer level of "You only fail when you decide to quit," and the book ends challenging the reader how to think about excellence and eloquence. It will be up to the reader to take advantage of the opportunity and harness the power.

*Get Sh*t Done* Amacom Books

As a sales leader in your company, you know the high stakes of hitting sales numbers. But how do you go to the next level, thrive in your current position, and lead your team? Scott Leese, a sales industry leader, presents a powerful playbook for sales professionals. - Sales Directors will discover how to prepare for the next coveted role. - VPs of Sales will find out how to thrive in this high-pressure position - CEO/Founders will gain strategies to

empower their VP of Sales for growth Leese draws on decades of experience, along with interviews with top industry leaders, to give you insider strategies to catapult growth. Regardless of what role you currently play, you need this VP Sales playbook to rocket your career and company sales to the highest number.

Jeffrey Gitomer's Little Red Book of Selling Financial Times/Prentice Hall

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.

Go Live! Harper Collins

Sales genius is a team sport. As a B2B sales leader, you know that by Murphy's Law, despite your team's best efforts, some deals will inevitably get stuck or key relationships will go sour. And too often, it's the most important ones—the last thing you need when millions of dollars are on the line. "Dealstorming" is Tim Sanders's term for a structured, scalable, repeatable process that can break through any sales deadlock. He calls it "a Swiss Army knife for today's toughest sales challenges." It fixes the broken parts of the brainstorming process and reinvigorates account management for today's increasingly complicated sales environment. Dealstorming drives sales innovation by combining the wisdom and creativity of everyone who has a stake in the sale. You may think you are applying teamwork to your challenges, but don't be so sure. There's a good chance you're operating inside a sales silo, not building a truly collaborative team across your whole company. The more disciplines you bring into the process, the more unlikely (but effective!) solutions the team can come up with. Sanders explains his seven-step Dealstorming process and shows how it has helped drive results for companies as diverse as Yahoo!, CareerBuilder, Regus, and Condé Nast. You'll learn how to get the right team on board for a new dealstorm, relative to the size of the sales opportunity and its degree of difficulty. The key is adding people from non-sales areas of your company, making them collaborators early in the process. That will help them own the execution and delivery after the deal is done. The book includes real world examples from major companies like Oracle and Skillsoft, along with problem finding exercises, innovation templates, and implementation strategies you can apply to your unique situation. It's based on Sanders' many years as a sales executive and consultant, personally leading dozens of sales collaboration projects. It also features the results of interviews with nearly two hundred B2B sales leaders at companies such as LinkedIn, Altera and Novell.

The strategies laid out in Dealstorming have led to a stunning 70% average closing ratio for teams across all major industries, leading to game-changing deals and long-term B2B relationships. Now you can learn how to make dealstorming work for you.

Strategic Selling IdeaPress Publishing

Jeffrey Gitomer's Little Red Book of Selling
Sound Wisdom
Go Live! Sound Wisdom

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.

Jeffrey Gitomer's Little Green Book of Getting Your Way John Wiley & Sons

"Cold calling is the lowest percentage of sales call success. If you

invest the same amount of time in reading this book as you do in cold calling, your success percentage and your income will skyrocket."- Jeffrey Gitomer, Author, *Little Red Book of Selling*
"You can never get enough of a good thing! Read this book and USE its contents!"- Anthony Parinello, Author, *Selling to Vito and Stop Cold Calling Forever* Salespeople everywhere are learning the hard way that cold calling doesn't work anymore. Yet, millions of salespeople are stuck in the past, using twentieth-century sales techniques to try to lure twenty-first century customers. There has to be an easier way to find prospects - and there is. Today's most successful salespeople are using modern technology to bring prospects to them, rather than fishing for prospects over the phone or knocking on doors. *Never Cold Call Again* offers practical, step-by-step alternatives to traditional cold calling for salespeople, small business owners, and independent professionals who are actively building a client base. The Information Age presents endless opportunities for finding leads without cold calling. In fact, Frank Rumbauskas's system brings prospects to the salesperson, rather than the other way around. Readers will find unbeatable sales advice on effective self-promotion, generating endless leads, how to win prospects using e-mail, prospecting on the Web, networking, developing effective proposals, and much more. Frank J. Rumbauskas Jr. (Phoenix, AZ) provides marketing consultation and coaching services to firms who wish to provide qualified leads to their sales force rather than have them spend productive work time cold calling. He is the author of the self-published hit *Cold Calling Is a Waste of Time* (0-9765163-0-6).

Best Sellers - Books :

- [Things We Never Got Over \(knockemout\) By Lucy Score](#)
- [If He Had Been With Me](#)
- [Lord Of The Flies By William Golding](#)
- [Heart Bones: A Novel By Colleen Hoover](#)
- [A Soul Of Ash And Blood: A Blood And Ash Novel \(blood And Ash Series\)](#)
- [Reminders Of Him: A Novel](#)
- [Demon Copperhead: A Pulitzer Prize Winner By Barbara Kingsolver](#)
- [The Housemaid's Secret: A Totally Gripping Psychological Thriller With A Shocking Twist](#)
- [Never Lie: An Addictive Psychological Thriller](#)
- [Twisted Love \(twisted, 1\) By Ana Huang](#)