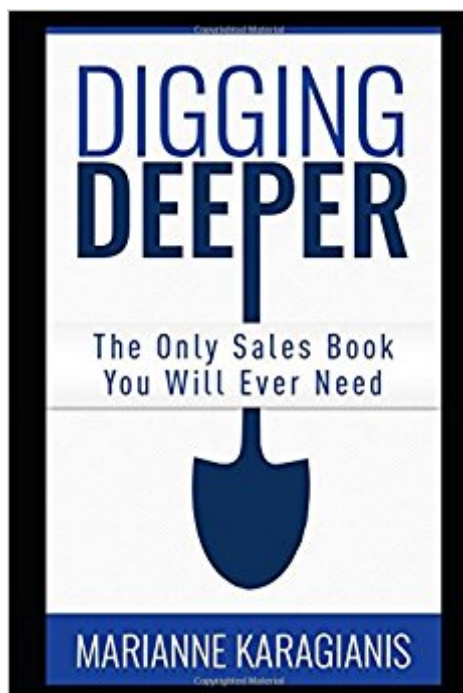


The book was found

Digging Deeper: The Only Sales Book You Will Ever Need



Synopsis

Masterful, bold and brutally honest. Let's face it, 90% of sales books preach the same run-of-the-mill message; be motivated, be positive and surround yourself with the right people. While that's all very well and good, many find themselves questioning what follows these prerequisites to success. What do you do once you have reached the tipping point? Digging Deeper goes beyond the ordinary sales book, and provides readers with the exact "how to" in closing a sale from start to finish. The purpose of Digging Deeper is to ignite real results with its insightful step by step roadmap that can be used by ANYONE SELLING a product or service ANYWHERE. The truth is, driving sales involves MUCH MORE than simply being motivated and having a positive attitude. And honestly.... what's more empowering than having the exact knowledge and skill set in achieving results? The answer: nothing is more important.

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Customer Reviews

"Digging Deeper" in simple, concise language explains what one must do to excel in sales. It is a step by step guide of specific tactics one can utilize to initiate a sale, and most important, close a sale. I think every beginning and experienced salesperson can learn something new from this book.

Fantastic read! The author absolutely targets the art of selling in a fresh, direct manner. Very useful and relevant examples and approaches for the selling world in this day and age. This book could also apply to those looking into the art of persuasion. Highly recommend!

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