



Sell Smarter: Seven Simple Strategies for Sales Success (30 Minute Sales Coach)

Scott Fishman

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Get out of your own way and find sales success!

Do you want to be more successful in your sales career?

If you are reading this, the answer to that question is obvious.

Looking for help is a step in the right direction.

Everybody needs a coach. From Michael Jordan to Muhammad Ali, it has been proven that having the right people in your corner can only increase your odds of finding success.

That's where The 30 Minute Sales Coach comes in. You can get the coaching you need in a format that fits in your pocket!

With decades of sales experience, Scott offers you simple-to-follow advice in bite-sized portions. Each clearly written chapter provides easily implemented strategies and exercises designed to take no more than half an hour each.

Whether you are new to the sales game or a wily veteran, The 30 Minute Sales Coach answers these questions and more...

- Who is the biggest enemy to your success?
- How is the sales process analogous to dating?
- What are the biggest mistakes we all make as sales professionals?
- How is your goal setting hindering your success?

This is not an in-your-face Boiler Room, pound a Red Bull and chest bump sales book. The techniques and strategies Scott employs will show you how to succeed in your sales career without alienating your clients. He shows you how to cultivate a mutually beneficial business relationship with your customers that will pay dividends. Scott breaks it down in layman's terms without resorting to hiding behind industry jargon.

If you are:

- New to sales
- An experienced salesperson that has fallen into a slump
- A grizzled vet that just needs to get back to basics
- Sitting on top but want to get a leg up on the competition

This book is for you!

As a sales professional, you can't afford to not buy this book. You are losing money if you do not click BUY

"We've all heard the one about the guy who could sell ice cubes to an Eskimo. Scott sold that guy the recipe!" - Jon D. from The Seven Minute Sales Minute podcast

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