



How to Sell Anything to Anybody

Joe Girard

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Joe Girard, "the world's greatest salesman," shares the system of salesmanship that has made him a renowned success in his field.

"Salesmen are made, not born. If I did it, you can do it."

-- Joe Girard

In his fifteen-year selling career, author Joe Girard sold 13,001 cars, a Guinness World Record. He didn't have a degree from an Ivy League school -- instead, he learned by being in the trenches every day that nothing replaces old-fashioned salesmanship. He insists that by building on basic principles of trust and hard work, anyone can do what he did.

This bestselling classic has helped millions of readers meet their goals -- and you will too. Joe will show you how to make the final sale every time, using the techniques he has perfected in his record career. You too can:

TURN ONE SALE INTO 250 MORE

CREATE A WINNING GAME PLAN FROM LOSING SALES

KNOW THE FIVE WAYS TO TURN A PROSPECT INTO A BUYER

MOVE PAST THE CUSTOMER'S LAST HURDLE TO CLOSE THE SALE

SELL AT A LOSS AND MAKE A FURTUNE

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Stacey Lawrence:

This How to Sell Anything to Anybody is great reserve for you because the content that is full of information for you who have always deal with world and also have to make decision every minute. This book reveal it info accurately using great coordinate word or we can say no rambling sentences inside. So if you are read the idea hurriedly you can have whole details in it. Doesn't mean it only provides straight forward sentences but tough core information with lovely delivering sentences. Having How to Sell Anything to Anybody in your hand like obtaining the world in your arm, data in it is not ridiculous 1. We can say that no guide that offer you world with ten or fifteen tiny right but this reserve already do that. So , it is good reading book. Heya Mr. and Mrs. occupied do you still doubt this?

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