

# [PDF] The Sales Bible: The Ultimate Sales Resource, Revised Edition

Jeffrey Gitomer - pdf download free book

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## Books Details:

Title: The Sales Bible: The Ultimate

Author: Jeffrey Gitomer

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## Description:

**From Library Journal** Gitomer, a former salesman who is now a consultant and journalist, shares his tips on how to be a successful salesperson. He provides motivational advice and practical techniques for initiating, maintaining, and closing a sales presentation. Written in a breezy manner with short, easy-to-remember suggestions, this book should prove popular with persons just getting started in this field or those needing an inspirational pep talk. In an area where there are literally dozens of works already available, this isn't an essential purchase, but it will prove helpful to anyone who reads it. It is accompanied by flash cards and a computer disc on sales techniques.

Recommended for larger public libraries.

*Robert Logsdon, Indiana State Lib., Indianapolis*

**Review** "It's a book you will want to keep by your side at all times."-- Ken Blanchard, coauthor, "The One Minute Manager""This book is an absolutely essential tool for every serious sales professional. It should be read, reviewed and referred to every single day."-- Brian Tracy, "Psychology of Selling""It can be digested in quick bite-sized lessons...proven techniques and healthy thinking about building business relationships."-- Jim Cathcart, "Relationship Selling""Bravo!...The difference between the right book about sales and the almost right book is the difference between lightning and the lightning bug. Jeffrey Gitomer's "The Sales Bible" is the right book."-- Michael Michalko, "Thinkertoys (A Handbook of Business Creativity for the '90s""Your advice is...information by injection."-- Robert Silvy, marketing director, American City Business Journals"To the point, humorous, and engaging"-- Karen Axelton, "Entrepreneur Magazine""Never before has anyone captured so many of the priceless truths of selling that have been the professional salesperson's wisdom to create and their weakness to forget."-- Dr. Herb True, professor of management, Notre Dame University

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