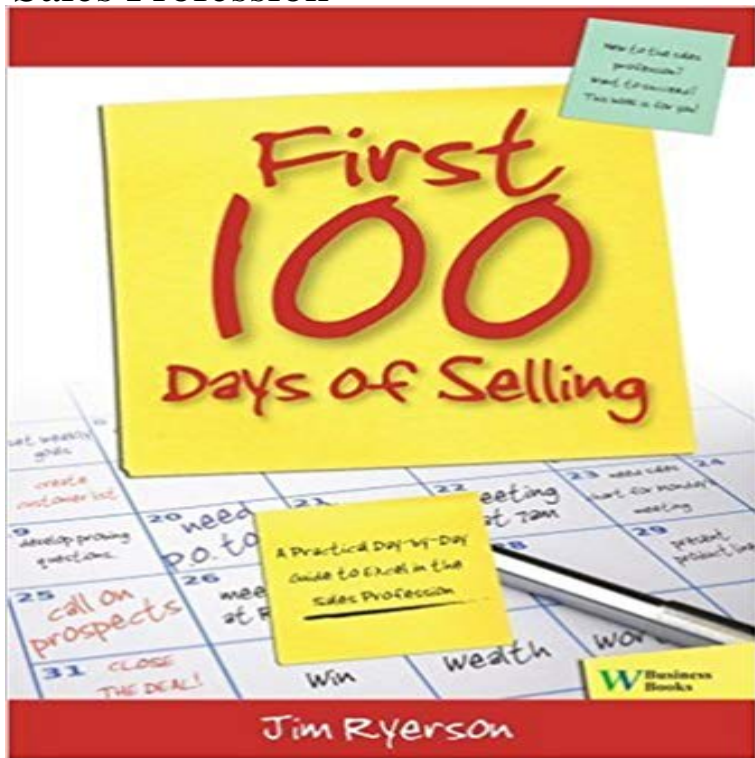


First 100 Days of Selling: A Practical Day by Day Guide to Excel in the Sales Profession



First 100 Days Of Selling is a comprehensive walk through how a sales professional will build his business day by day. It consists of 100 time-honored ideas to achieve sales success and is written in a step by step formula that can be implemented and measured. The book is written for both salespeople that are new to the selling profession and experienced sales professionals who wish to achieve new levels of sales performance. The book is also written for sales managers who wish to have a measurable approach to helping their salespeople come up to speed faster than the normal routine. The concepts in the book will help the sales professional capitalize on the new reality of potential customers who will not answer the phone, return their calls, agree to an appointment or listen to their value proposition. These negative phenomena often prohibit salespeople from reaching their goals. Readers will learn the confidence-building techniques that get returned calls, appointments, sales, and ultimately referrals.

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