

The Sales Bible Ultimate Resource Jeffrey Gitomer

Color your way into quiet times with God through this collection of Bible verse coloring book pages. As you color, you will dwell on a verse for much longer than you would if you were reading through it. You might just find the passage of scripture makes its way further into your heart and mind once you have spent more time with it. Color, and through coloring, bring these words of truth to life in new ways and let God bring peace to a few moments of your busy day.

Mike outlines how a Christian can maintain holy thinking and behavior in our media-drenched society. (Matthew 6:22-23)

ROSE BOOK OF BIBLE CHARTS, MAPS and TIME LINES. The 2007 #1 Bible Reference book according in the CBA Core Inventory Now you can have 180 pages of fantastic full-color Bible charts, maps, and time lines in one spiral bound book. Reproducible. If you bought all of these charts separately, you would pay more than \$250.

There are universal laws of selling that determine whether you succeed, or don't succeed — whether you earn enough to enjoy the lifestyle you want or struggle to make ends meet. When you align the wind with your sails, you move effortlessly across the water. When your sails are out of alignment, you flounder and go nowhere. If you align your thinking and actions with these powerful laws of selling, you will be more effective and efficient. You will encounter less friction, require less energy, and get bigger results faster. Here's a sampling of Jeffrey's 21.5 Laws of Selling: • Deliver Value First • Ask Before Telling • Communicate in Terms of Them • Become Your Own Brand • Earn Referrals and Testimonials without Asking • Create Loyal Customers These 21.5 Laws are the rock foundation of selling. They may be invisible but they are undeniable — and unbreakable. If you're just getting started in selling, you will find the Laws invaluable. Whether or not you learn them and follow them will make or break your career. If you've been in sales for a while, you will find yourself saying, "I haven't been doing that." "I knew that! How did I forget?" When we break the Laws we pay the price. Our sales suffer. Our bank account takes a hit. It's an effort to get out of bed and make a sales call, to do our best work — work that is aligned with the Laws. Use Jeffrey's Laws of Selling to recharge your enthusiasm and redirect your actions back to what really works.

It was in the year of 1976 that the Lord sovereignly and miraculously spoke to me to begin studying and publishing Biblical teachings to be shared with a world-wide audience. For the encouragement of the readership, let me recount this event that began with the first teaching the Lord gave me. As I was sitting at my desk in the pastor's study of the church taking care of administrative duties, suddenly and unexpectedly, the Lord spoke clearly, not audibly but rather in my spirit, to "clear the desk, get out a blank sheet of paper and pen because I want to teach you." The only things I had on my desk were a picture of my wife and sons, praying hands with thorns, and a calendar. It was such a shocking experience, that I really didn't know what he meant by "clearing the desk." So at first I just moved them around on the desk. Then I heard the Lord say, "I didn't say move them around, I said clear the desk!" So, I took these three items from my desk and moved them to my book shelf. In obedience to Him, I got out a blank piece of paper and a pen and just sat still at my desk, not knowing what to do next. Then the Lord began to teach me the following specific truths about His Word, the Scripture as recorded in the Holy Bible: 1. There is a thread that runs through the Bible from Genesis to Revelation on any given subject that contains the whole counsel of God. 2. When researching any subject, read and record every Scripture passage pertaining to that topic. 3. For every word in Scripture there is a balanced word, i.e. faith and works, heaven and hell, angels and demons, etc. 4. My Word is perfectly balanced. 5. Do not teach anything before you have the balance to that subject. 6. Record the entire Scripture passages and references on each subject. 7. Print out My Word directly from the Bible passages. 8. The best commentary on the Bible is the Bible. 9. Do not make this a commentary of your teachings but rather of My Word. 10. The Holy Spirit is the primary Teacher. 11. Only use Hebrew and Greek definitions of words to clarify word meanings. 12. The Bible does not contradict itself, so keep reading until the answer is found. 13. My Word is the "plumb-line" of Truth. 14. On either side of the "plumb-line" of Truth there are two ditches: Legalism and License. 15. The Truth sets you free and you are free indeed. What began as one teaching has developed into hundreds of teachings. It is to these principles and directives that I have adhered and have recorded the teachings He has revealed to me over the past 40 years.

The Sales Bible, New Edition The Ultimate Sales Resource John Wiley & Sons

Salespeople are looking for answers. The fastest, easiest answers that work every time. The good news is, the answers exist. The bad news is, in order to be able to become a successful salesperson, you have to understand, practice, and master the answers. You would think with all the answers contained in this book, that anyone who reads it would automatically become a better salesperson. You would be thinking wrong. To become a better salesperson, the first thing you have to do is read it. The second thing to do with this book is read it again. The third thing to do with this book is try one answer every day. If it does not work exactly right the first time, or the outcome was not what you expected, try it again and tweak it a little bit. The fourth thing you have to do is practice the answer until you feel that it is working. The fifth thing you have to do is become the master of it. Blend each answer to your selling situation and do it in a way that fits your style, and your personality. Think about the way you ask for an appointment. The way you leave a voice-mail message. The way you follow up after a sales call. The way you begin a sales presentation. The way you ask for a sale. The way you respond to an angry customer. The way you earn a referral. Or the way you get a testimonial. Wouldn't you love to have the perfect answer for every one of these situations?

The New Psychology of Selling The sales profession is in the midst of a perfect storm. Buyers have more power—more information, more at stake, and more control over the sales process—than any time in history. Technology is bringing disruptive change at an ever-increasing pace, creating fear and uncertainty that leaves buyers clinging to the status quo. Deteriorating attention spans have made it difficult to get buyers to sit still long enough to “challenge,” “teach,” “help,” give “insight,” or sell “value.” And a relentless onslaught of “me-too” competitors have made differentiating on the attributes of products, services, or even price more difficult than ever. Legions of salespeople and their leaders are coming face to face with a cold hard truth: what once gave salespeople a competitive edge—controlling the sales process, command of product knowledge, an arsenal of technology, and a great pitch—are no longer guarantees of success. Yet this is where the vast majority of the roughly \$20 billion spent each year on sales training goes. It's no wonder many companies are seeing 50 percent or more of their salespeople miss quota. Yet, in this new paradigm, an elite group of top 1 percent sales professionals are crushing it. In our age of technology where information is ubiquitous and buyer attention spans are fleeting, these superstars have learned how to leverage a new psychology of selling—Sales EQ—to keep prospects engaged, create true competitive differentiation, as well as shape and influence buying decisions. These top earners are acutely aware that the experience of buying from them is far more important than products, prices, features, and solutions. In Sales EQ, Jeb Blount takes you on an unprecedented journey into the behaviors, techniques, and secrets of the highest earning salespeople in every industry and field. You'll learn: How to answer the 5 Most Important Questions in Sales to make it virtually impossible for prospects to say no How to master 7 People Principles that will give you the power to influence anyone to do almost anything How to shape and align the 3 Processes of Sales to lock out competitors and shorten the sales cycle How to Flip the Buyer Script to gain complete control of the sales conversation How to Disrupt Expectations to pull buyers towards you, direct their attention, and keep them engaged How to leverage Non-Complementary Behavior to eliminate resistance, conflict, and objections How to employ the Bridge Technique to gain the micro-commitments and next steps you need to keep your deals from stalling How to tame Irrational Buyers, shake them out of their comfort zone,

and shape the decision making process How to measure and increase you own Sales EQ using the 15 Sales Specific Emotional Intelligence Markers And so much more! Sales EQ begins where The Challenger Sale, Strategic Selling, and Spin Selling leave off. It addresses the human relationship gap in the modern sales process at a time when sales organizations are failing because many salespeople have never been taught the human skills required to effectively engage buyers at the emotional level. Jeb Blount makes a compelling case that sales specific emotional intelligence (Sales EQ) is more essential to success than education, experience, industry awareness, product knowledge, skills, or raw IQ; and, sales professionals who invest in developing and improving Sales EQ gain a decisive competitive advantage in the hyper-competitive global marketplace. Sales EQ arms salespeople and sales leaders with the tools to identify their most important sales specific emotional intelligence developmental needs along with strategies, techniques, and frameworks for reaching ultra-high performance and earnings, regardless of sales process, industry, deal complexity, role (inside or outside), product or service (B2B or B2C).

Not a cloud in the blue Atlanta sky, Jeffrey Ross made his morning visit to the Dunwoody Starbucks, expecting this day to be like any other. It wouldn't. Samarra Russell left her meeting at Emory Medical Center after receiving the strange call and wondered if it had anything to do with her immunology research at CDC. It was a secret, or was supposed to be. Going home as instructed, Samarra opened the box of Valentine candy on the kitchen counter and collapsed. Before losing her balance, Samarra recognized the small finger, severed and still wearing the tiny ring she gave him for his 7th birthday. Her precious son. She opened the note after regaining limited senses and read. If she didn't want to receive young Thomas Russell's head in a box, she would do as instructed. And she did.

Sales guru Jeffrey Gitomer's bestselling classic is now available in paperback Jeffrey Gitomer's Sales Bible was listed as one of "The Ten Books Every Salesperson Should Own and Read" by the Dale Carnegie Sales Advantage Program. Now completely revised, this book is available for the first time in paperback. The Sales Bible has helped tens of thousands of salespeople all over the world reach their potential and close the big deal. Gitomer gives sales professionals the right answers to the toughest questions: How to make sales in any economic environment Twenty-five ways to get that most-elusive appointment Top-down selling How to fill the sales pipeline with prospects ready to buy How to use the right questions to make more sales in half the time This book is everything its title claims to be

Life in lower class as offspring of a notorious thief was simple for the Quartar daughters until accidental mishaps with the other classes of society turn their dirt poor lives around for worse and better. Eight young women are taken from the slums into the high class world they never understood only at first to find betrayal, suffering, scandal, revenge and corruption. Then, before they know it they are wrapped in the grandest scandal their country of Galli has ever seen. The kingdom of Cretaine is trying to overthrow the corrupted kingdom of Galli. The Quartar family must betray their world in order to save Galli from a brutal civil war.

Dr. Brooke Spencer always felt different from other girls. Now a successful scientist, she is finally discovering where she belongs: working alongside the brilliant, trailblazing researcher Dr. Charles Samuelson. Dr. Samuelson has recently made a discovery that has eluded philosophers and dreamers for centuries: How to transmute iron into gold. Determined to use the knowledge for good, Dr. Samuelson recruits Brooke to assist him with his new plan, his "Golden Manifesto." But humans are not alone and his discovery has not gone unnoticed. Extraterrestrial visitors seek to control Dr. Samuelson's Breakthrough, and before long, Brooke is all that stands between Earth and total Destruction. Will she be able to hold her ground? Or will the timeless temptation of gold prove too much for even the strongest of spirits? Brooke will soon face a choice that will make her question her background, her career, and the fate of the planet.

Rick Segel and Matthew Hudson, PhD have simplified the retail selling process into a user-friendly book filled with concepts that are memorable, easy to master, easy to use and will become a part of the salesperson's persona almost immediately. In this book you will learn The G.R.E.A.T. Selling System, which is an acronym for the 5 stages of selling Greeting, Researching, Experimenting, Add-ons and Tethering a customer to the store Ways to increase every sales associate's ATS, Average Transaction Size Ways to increase every sales associate's UTS, Units Per Transaction The greatest opening line ever written with proven results The four words that increase a retailer's sales by 4 to 7 percent almost immediately The five most powerful words that will engage the customer in conversation, learn the customer's true wants and needs and can establish trust instantly"

This book is laden with POWERFUL PRECIOUS DECLARATIONS which can be taken [applied] like medicine. SPEAK it as prescribed several times a day over situations, crisis, circumstances, challenges, turmoil, doubt, fear, sickness and so on. God spoke everything into being & we are made in his image, hence we also have the power to DECREE, DECLARE & ORDAIN and supernaturally take charge by SPEAKING OVER everything or anything facing us. All we need do is believe! This book is for those willing and ready to take charge of their lives, their living and be TRANSFORMED through the POWERFUL declaration of SPOKEN words! This book will set you free in the name of Jesus. All you have to do is believe!

Place of publication from publisher's website.

One of America's top tax lien and tax deed investors and instructors reveals high-profit money-generating tax sales and tax auction investment techniques covered almost nowhere else, yet also explains the basics and the potential dangers for tax lien investors just starting out in this lucrative area. This quick short and easy-to-read glimpse inside the real world of tax lien and tax deed investing is a must-have book for any serious tax deed or tax lien real estate property investor!

Albert the Great was born in Swabia, the son of a military nobleman. He was a Dominican priest who taught theology in Cologne and Paris. His most distinguished student was Saint Thomas Aquinas. Albert was called "Doctor universalis" because his breadth of knowledge spanned not only philosophy and theology but all the natural sciences. He was a dedicated student of nature, and although he argued that the physical world can only be known reliably through observation and comparison, Albert distinguished between thruths, which are naturally knowable, and mysteries, which cannot be known without revelation. People can only reach God through Himself - that is, by leaving behind the entanglements of earthly things and contemplating Him exclusively. The image and reality of God's incarnation in Jesus gives human beings the opportunity to attain a more perfect knowledge God through contemplation. Albert refers to the teaching of St. Peter, "Cast all your anxiety on him, because he cares for you."

Master the art of closing with this authoritative guide to powerhouse sales The Very Little but Very Powerful Book on Closing teaches you how to close sales—simple as that. This book is packed with information that has the power to change your perspective, and to strengthen your ability to build relationships, forge new partnerships, and close sales at the prices you want. As an essential element of

every sales professional's toolkit, this powerful guide will help you discover how to ask the right questions and create a sense of urgency that prospects cannot ignore. Closing sales is what makes a business a success; no matter how wonderful your products and services, your business is not going to succeed if you don't have the ability to close the sales that will drive your company to the top of its industry. Even more motivating is the fact that closing sales—and driving the success of your business—also increases your personal accomplishment in the financial arena. Change your perspective to enhance your closing ability. Learn to build relationships and forge key partnerships. Identify the questions you need to ask in order to understand the purchase drivers influencing your clients' decisions. Develop a winning sales formula. Sales professionals face competition at every turn. Whether you're trying to win a new account or are retaining key clients, closing is an essential aspect of the sales process—one that you must understand and execute in order to keep your numbers high. The Very Little but Very Powerful Book on Closing is the resource you need to take your closing skills to the next level.

This book is like a carpenter's belt of tools. You will find resources for a various topics and issues which are encountered in counseling. Each chapter, article, and item, has been included with the idea that it would provide the counselor one more means of helping the client. It is the product of many years counseling, along with the success they have helped to bring about in the lives of people who have been hurt, suffered at the hands of others, or dealt with painful emotional traumas in their lives. I believe that God will be greatly blessed and praised through the use of these "tools," in the hands of the willing servant. Thank you for buying a copy of the book, and please know that most of the proceeds from the sales will go to New Life Christian Counseling Ministry.

Argues that knowing and understanding customers' needs will improve sales and will build a trusting relationship between buyer and seller.

The Gospels and Acts are composed of writings from St. Matthew, St. Mark, St. Luke, St. John and the Book of Acts. The purpose of which is to give you the spiritual lens that will enable you to see clearly what you fail to see using your physical lens. As you read this collection, try to see the three spiritual themes to it. Get a copy today.

Reproduction of the original: Expositor's Bible: The Book of Ecclesiastes by Samuel Cox

This is the fourth book in this series that began with an in-depth look at how God views details, communicates with this world, and decides what process to use. Of course this series of books looked at aspects recorded in scripture about the Tabernacle. How the materials were collected, specific design details, who did the work, and how the Tabernacle was constructed. Much of that information is found in dozens, maybe hundreds of other books about the Tabernacle. But there are details setting this book apart from every other book written about the Tabernacle. This book takes a verse by verse, story by story, chapter by chapter look at the Tabernacle. In other words, this book presents a picture of the Tabernacle from God's point of view. Which the beginning of this series pointed out, is much different than any human perspective.

QFINANCE: The Ultimate Resource (4th edition) offers both practical and thought-provoking articles for the finance practitioner, written by leading experts from the markets and academia. The coverage is expansive and in-depth, with key themes which include balance sheets and cash flow, regulation, investment, governance, reputation management, and Islamic finance encompassed in over 250 best practice and thought leadership articles. This edition will also comprise key perspectives on environmental, social, and governance (ESG) factors -- essential for understanding the long-term sustainability of a company, whether you are an investor or a corporate strategist. Also included: Checklists: more than 250 practical guides and solutions to daily financial challenges; Finance Information Sources: 200+ pages spanning 65 finance areas; International Financial Information: up-to-date country and industry data; Management Library: over 130 summaries of the most popular finance titles; Finance Thinkers: 50 biographies covering their work and life; Quotations and Dictionary.

God's Masterpiece is a Children's book which illustrates the first chapter of Genesis, the creation of the world, in a fun little way! The book is simple to read and full of pictures to which one can follow along. A small and great book for the little one who is just learning to read, helping them learn a little more about their faith along the way.

The world's greatest salesman presents the definitive guide to effectively closing any sales presentation. Girard's previous titles, How to Sell Anything to Anybody and How to Sell Yourself, have a total of 100,000 copies in print.

Did you know that by adding a few simple steps to your selling process you could achieve sales you only dreamt of in the past? GoodbyeSellingProblems.com provides a 12 step system that you, as a business owner, or you, as a sales manager, can implement in less than a day and dramatically increase your results. Your sales efforts become much more productive and less stressful. It provides a framework for small businesses to structure their sales process. It strips away all the "fluff" and confusion that you encounter with most expensive sales training courses. The simple 12 step system provides a "nuts and bolts" approach to selling. It allows you to enter every sales situation with a purpose for closing the sale and gets you away from the deadly "sales visit" dilemma that most business owners and sales professionals fall into. In a just a few hours, you can literally gather the information that system introduces you to and make the most powerful sales presentation your company has ever encountered. When this system becomes part of your selling culture, it will provide you with improved sales, greater margins, and eliminate the competition. Author, Buzz Glover, after quietly reviewing and critiquing the sales people that called on him in his own businesses for over 15 years, became disillusioned with the fact that the great majority of salespeople were ill-prepared to sell their products or services. He knew that if he could introduce them to a system that he had developed and refined as a salesperson (and later as a sales manager), they could easily become much more effective at closing more sales faster! The system became a reality when he wrote this book as a companion to his system's website, www.goodbyesellingproblems.com. Through this sales system he is confident that he can change the way small businesses sell and make fundamental cultural changes in their approach to marketing their products and services.

Since its initial publication in 1994, Morrow's hardcover edition of Jeffrey Gitomer's THE SALES BIBLE has sold over 117,000 copies, and another 100,000 in paperback (published by Wiley). But in the 13 years since then, Gitomer has made himself into a sales powerhouse with huge success around an inventively packaged series of books, with his classic THE LITTLE RED BOOK OF SELLING at its heart. Now at last, Gitomer has taken the title that began it all, and has completely revised it. The Sales Bible is totally reworked to fit into his line of bestselling sales titles. It's sure to be THE must-have title for sales professionals worldwide who've already come to know and trust Jeffrey's inventive, irreverent sales wisdom through his "Little [Color] Book of..." series.

Forget the rest. Learn to sell like the best. Better leads, solid presentations, and a more versatile closing strategy are all great for boosting B2B sales. But truly successful salespeople—the ones who seem invincible when everyone else is struggling—possess more than foundational skills. They are proactive, entrepreneurial, and find solutions for their clients. They highlight their personal value and actively manage their careers. They're hyperfocused on cultivating relationships with customers and colleagues. The Ultimate Sales Pro shows everyone how to elevate their game. Drawing on the author's vast experience training salespeople for top organizations, the book explains how to: Be your own mentor * Problem-solve with peers * Manage any boss * Identify your ideal clients * Research industry trends * Share knowledge to foster trust * Craft a powerful Unique Value Statement * Script emails and voicemails that earn attention * Uncover customer needs * Position yourself as an expert * Create customized solutions * Motivate customers to commit * Set goals * And more Whether you're new to sales or seeking to escape a career plateau, The Ultimate Sales Pro helps you finesse skills, build expertise, and create a personal brand that will set you apart.

The Sales Bible softbound – NEW EDITION WITH SOCIAL MEDIA ANSWERS Global sales authority Jeffrey Gitomer's bestselling classic, The Sales Bible, has been updated and appended in this new edition, offering you the ultimate sales methods and strategies that really work — every day, in real-world selling situations. With over 200,000 copies of the previous editions sold, The Sales Bible was listed as one of "The Ten Books Every Salesperson Should Own and Read" by the Dale Carnegie Sales Advantage Program. Jeffrey Gitomer's column, "Sales Moves," and blog, "SalesBlog.com" are read by more than four million people every week. His customers include Coca-Cola, BMW, Kimpton Hotels, Hilton, Wells Fargo Bank, IBM, Enterprise Rent-A-Car, Hewlett Packard, and hundreds of others. The Sales Bible is your personal, trusted, authoritative resource to reach your sales potential and shine like a star. Accept no substitutes. Here are a few highlights: The 10.5 Commandments of Selling Generate leads and close sales in any market environment Find 25 proven ways to set hard-to-get appointments Use top-down selling to fill your sales pipeline with prospects who are ready to buy now Ask the right questions to make more sales in half the time How to use the top social media platforms to create inbound leads and prove value The Sales Bible has helped tens of thousands of salespeople all over the world reach their potential and close the deal — and it can help you. So what are you waiting for?

A detailed guide for salespeople builds on the author's traditional strategies to cover the opportunities that have occurred as a result of new technologies, explaining how they have shaped the sales process. In this compelling sequel to Power Quest Book One: America's Obsession with the Paranormal, S. Douglas Woodward reveals the hidden history of Nazi infestation of American institutions after World War II. Beginning with the 1952 flying saucer flap over the nation's capital and concluding with the CIA's clandestine mind control agenda of the 1950s-1970s, the reader is confronted with highly charged and seldom known facts. The story centers on America's erstwhile alliance with German fascism linked to the infamous personalities of Hitler's Nazi Party who escaped the war crimes trials at Nuremberg. In this second volume of Power Quest, The Ascendancy of Antichrist in America, Woodward brings to the reader the recently declassified proof our America has often shunned its most noble ideals. The author uncovers a vast record of unethical and deceptive Federal activities committed in Washington's darkened corridors of political power. Woodward condenses mountains of highly reliable research compiled by authoritative investigative journalists and insiders along with his own well-turned analysis, demonstrating that the political and spiritual evil of Nazism was often excused and encouraged by American officials as part of a blind quest to fight communism during the Cold War. Woodward makes no secret of his evangelical perspective. But Power Quest: The Ascendancy of Antichrist in America is not a selective proof texting of biblical assertions or a diatribe against liberal political views. His account is a factual history that most Americans have never heard. For conservative Christian readers, Woodward speaks prophetically - challenging the cherished assumption held by political conservatives that America traditionally takes the moral high ground. And he poses an alternative view to the typical eschatological position, asking "Could America be the seat of power for a literal personage the Bible calls Antichrist?"

QFINANCE: The Ultimate Resource (5th edition) is the first-step reference for the finance professional or student of finance. Its coverage and author quality reflect a fine blend of practitioner and academic expertise, whilst providing the reader with a thorough education in the many facets of finance.

Jeffrey Gitomer's SALES MANIFESTO Imperative Actions You Need to Take and Master to Dominate Your Competition and Win for Yourself...For the Next Decade After 50 years of successfully making sales all over the world. After delivering more than 2,500 customized speeches to the world's biggest companies. After establishing an unrivaled social platform with millions of views and followers. After leading the marketplace with Sell or Die podcast. After delivering more than 350 sold-out public seminars to audiences all over the globe. After writing 13 best-selling books including The Sales Bible and The Little Red Book of Selling... Jeffrey Gitomer has finally written the SALES MANIFESTO. A book that sets the standard, and lays bare what it will take for salespeople to succeed now, and for the next decade. The book, and its resource links, will take you, the reader to explanations that will disrupt old world sales tactics that no longer resonate with buyers, and sets easy to understand and implement elements of what it will take to win more profitable sales. Here's a brief explanation of what's in store as you read, watch, learn, and implement: The MANIFESTO identifies in simple language the 5.5 parts of the new sale, and builds easy-to-learn and easy-to-implement models for each component: 1. Value Attraction (creating social messages that make the reader want more) 2. THEM Preparation (planning strategy, getting ready, and executing) 3. Value Engagement (attraction PLUS value) 4. Connection and Completion (perceived value beyond price in both "how to connect" and "connect to make a sale") 5. Building profitable long-term relationships (loyal, value driven customers) 5.5 Building a permanent referable first-class reputation (both online and community based) This book is not just the answer – it's a no bullshit book of ANSWERS and ACTIONS that will put you on top of your sales world and keep you there. MANIFESTO is not just MORE. MANIFESTO is... Think. Read. Experience. Observe. Collect – ideas and friends. Expose your thoughts. Attract. Prepare and Be Prepared. Internet. Intend. Engage. Relate. Differentiate. Prove value. Serve with pride. Reward – yourself and others. Love it or leave it. Do the right thing all the time.

Learn how to go online with a winning sales and marketing strategy in this insightful resource Go Live! Turn Virtual Connections into Paying Customers helps readers understand and take advantage of several online tools to boost their sales and increase their revenue. Accomplished salesperson, consultant, and online personality Jeffrey Gitomer describes how tools like Facebook Live and podcasting can drive sales and help you connect with your customers. You'll discover: How to use tools like YouTube, LinkedIn Live, podcasting, and Facebook Live to connect with and develop your leads How to properly utilize social media like Instagram and Twitter to spread your message and sell to clients How to promote and repurpose content to create as big an impact on your audience as possible Written specifically for a post-pandemic sales audience, Go Live! Turn Virtual Connections into Paying Customers delivers results for anyone expected to deliver sales results in a virtual environment. It also belongs on the bookshelves of those who hope to take their successful offline sales strategies to the online world.

I helped make your advisor's Sales Hype Do you need your advisor to succeed with investments? Do you think your advisor's strategy can beat a market index fund? Do you know how many sales your advisor must make to keep their job? What is your actual total return with all costs included? Why do many Wall Street firm owners use index funds? Most wealthy people can answer these questions. Can you? Today, the information to answer these questions is easily available but only savvy shoppers have used it to succeed. They realize that the retail financial industry is extremely profitable because the sales hype works even better than it used to work. We have learned how to manipulate behavior better. Our margins are 29%. The \$1.3 Trillion per year revenues come from YOU. I used to work for a few firms. I helped create some of the hype that our sales people used to separate you from your money or your potential future earnings. A plain market index fund beat 92-95% of the returns of our "professional" managers so we steer you away from them. However, we still get most investors to pay even for poor results. It is marketing, sales and misleading hype! Why should you give up your advisor? You may be giving up 63% of your total potential value. It is easy to do better on your own. Do you really think an expert at selling knows anything about what will happen to a security or the market in the next hour, week or year? Before I show you how to invest for your success, I think it is time you understood the marketing and sales HYPE. Most retail investors hate losing--more than they love winning. Most think Wall Street is a casino where some win but they forget that only the house wins long term. Isn't it time you learn how Warren Buffett avoids the Sales Hype and invests for success.

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