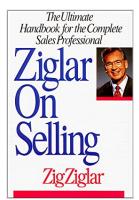
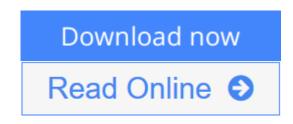
Ziglar on Selling



By Zig Ziglar



Ziglar on Selling By Zig Ziglar

Based on his more than 40 years of sales experience, master motivator Zig Ziglar provides a host of inspirational and practical information for making it in today's fast-paced selling world. Discover how the top-selling pros manage the unseen stress factors in their life and work, how high-tech equipment can dramatically improve performance and many more tips from Zig! Let Ziglar on Selling help transform you into "the ultimate sales professional."

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Editorial Review

From the Inside Flap

Drawing on his more than 40 years of sales experience, master motivator Zig Ziglar now provides a wealth of inspirational and practical information for making it in today's fast-paced selling world. He discusses: where, when, and how to find prospects;

how to deal with rude, angry, and disgruntled people, why 70% of sales are made betweeen 7:00 A.M. and 1:00 P.M., and so much more.

About the Author

Zig Ziglar, one of the most sought-after motivational speakers in the country, delivers his message of humor, hope, and enthusiasm to audiences throughout the world. He is chairman of the Zig Ziglar Corporation, whose mission is to equip people to more fully utilize their physical, mental, and spiritual resources. His client list includes thousands of small and mid-sized businesses, Fortune 500 companies, government agencies, churches, and nonprofit associations.

Users Review

From reader reviews:

Mildred Ortiz:

Now a day people that Living in the era just where everything reachable by connect with the internet and the resources included can be true or not require people to be aware of each facts they get. How people have to be smart in acquiring any information nowadays? Of course the answer then is reading a book. Reading through a book can help individuals out of this uncertainty Information mainly this Ziglar on Selling book as this book offers you rich details and knowledge. Of course the data in this book hundred pct guarantees there is no doubt in it everbody knows.

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