



## Ziglar on Selling

By Zig Ziglar

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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 between 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:**

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