



10 Steps to Sales Success: The Proven System That Can Shorten the Selling Cycle, Double Your Close Ratio

By Tim Breithaupt

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This title provides sales professionals with a precise, proven system designed to help them move beyond mere sales survival to supreme sales excellence! This step-by-step methodology covers the entire selling process, including such topics as building rapport, creative negotiation, closing, and follow-up. Breithaupt is a one-man sales phenomenon who has trained sales professionals for many Fortune 500 companies. This title features the author's unique ten-step Sequential Model of Professional Selling. It is an inspirational book packed with "how-to" examples. It includes humorous illustrations to support key points. The Canadian self-published version of this book first came out in 1999 and is now in its fourth printing with over 11,000 copies in print - just one of the author's sales achievements.

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Tim Breithaupt (Calgary, AB, Canada) is the founder of Spectrum Training Solutions, Inc., offering training in sales, customer service, and negotiation. He is an accomplished speaker and has trained sales professionals from many Fortune 500 companies.

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