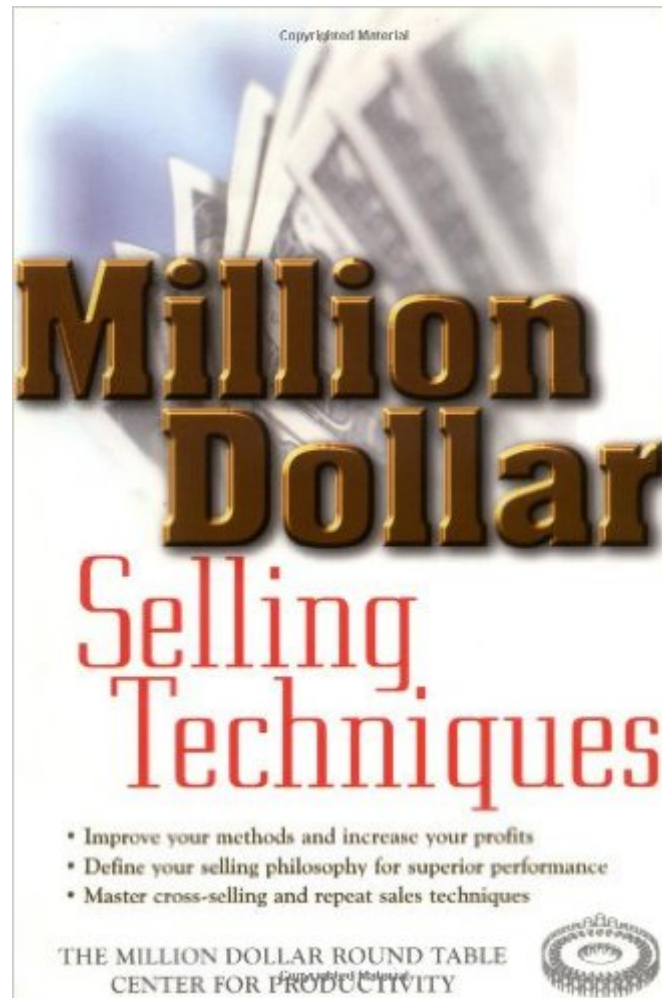


The book was found

# Million Dollar Selling Techniques



## Synopsis

You've heard from the rest, now learn from the best-Million Dollar Selling Techniques As the one who provides the vital link between the product or service provider and the customer, you, the sales professional, are the backbone of the modern business enterprise. Now, learn how to take your selling skills to a bold new level of excellence from some of the most successful sales professionals in the world. Based on interviews with members of the prestigious Million Dollar Round Table-the top six percent of the international life insurance sales industry-Million Dollar Selling Techniques features fascinating and instructive "war stories," proven selling strategies and techniques, and step-by-step guidance on:

- \* Enthusiasm, conviction, and other key psychological factors
- \* Self-motivation techniques
- \* 10 common career traps and how to avoid them
- \* Breaking slumps
- \* Overcoming call reluctance and fear of self-promotion
- \* Cold calling and obtaining interviews

No matter what product or service you sell, you won't want to be without this authoritative guide to the art and science of effective selling techniques. Hone your selling skills to a razor-sharp edge with Million Dollar Selling Techniques. Also available in the Million Dollar Round Table series: Million Dollar Prospecting Techniques Paper \* 0-471-32550-3 \* \$16.95 USA/\$26.50 CAN Million Dollar Closing Techniques Paper \* 0-471-32551-1 \* \$16.95 USA/\$26.50 CAN

## Book Information

Series: Million Dollar

Paperback: 246 pages

Publisher: Wiley; 1 edition (September 21, 1999)

Language: English

ISBN-10: 047132549X

ISBN-13: 978-0471325499

Product Dimensions: 6.3 x 0.7 x 9.3 inches

Shipping Weight: 1 pounds

Average Customer Review: 3.0 out of 5 stars [See all reviews](#) (1 customer review)

Best Sellers Rank: #1,288,945 in Books (See Top 100 in Books) #150 in [Books > Business & Money > Insurance > Life](#) #2424 in [Books > Business & Money > Marketing & Sales > Advertising](#) #3246 in [Books > Business & Money > Marketing & Sales > Sales & Selling](#)

## Customer Reviews

This book is very good for beginner, as it mentions all the basic and fundamental concepts and mindsets in selling. However, as a product of MDRT centre, I am expecting more. I am expecting

some more in-depth insights or inspiring ideas for the sales who is in average but wants to increase their business to MDRT level. Frankly speaking, I am quite disappointed when I found out that this book contains mainly fundamental concepts which are not distinctive and which I have heard about from other sources (remember, this book is from MDRT centre, not other "average" writers).

[Download to continue reading...](#)

The Million Dollar Shot (new cover) (Million Dollar Series) The Million Dollar Goal (Million Dollar Series) Million Dollar Selling Techniques Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) Million Dollar Prospecting Techniques Invent It, Sell It, Bank It!: Make Your Million-Dollar Idea into a Reality Million-Dollar Throw Stamp Collecting: The Definitive-Everything you ever wanted to know: Do I have a one million dollar stamp in my collection? A Penny for Your Thoughts (The Million Dollar Mysteries) The Machine That Changed the World : Based on the Massachusetts Institute of Technology 5-Million-Dollar 5-Year Study on the Future of the Automobile 85 Million Dollar Tips for Financial Advisors Million Dollar eBay Business From: Home A Step By Step Guide Million Dollar Stylist: The Hair Stylist's Roadmap to Financial Freedom, Building the Business of Your Dreams, and Doing What You Love! Million-Dollar Classics: The World's Most Expensive Cars Million Dollar Outlines Million Dollar Year The Million-Dollar Financial Advisor: Powerful Lessons and Proven Strategies from Top Producers Plateau to Pinnacle: 9 Secrets of a Million Dollar Financial Advisor Million Dollar Consulting: The Professional's Guide to Growing a Practice, Fifth Edition It's Your Move: My Million Dollar Method for Taking Risks with Confidence and Succeeding at Work and Life

[Dmca](#)