

Learn how Roger Newton, the co-discoverer of Lipitor, made an internal sale against all odds that championed the world's all-time best-selling drug. Meet Mark Roesler, CEO of CMG Worldwide, a firm that represents Elvis Presley, James Dean, Marilyn Monroe and hundreds of other departed celebrities. Gain valuable advice from storytellers Martin Shafiroff, America's number-one financial advisor; Bob LaMonte, a super sports agent who specializes in representing NFL head coaches; Dave Liniger, CEO of RE/MAX...It doesn't matter if you're a novice, a seasoned professional, or a high-powered CEO—your success depends on how well you sell your product, your service, your idea, yourself. Seasoned salesmen Robert L. Shook and Barry Farber interviewed top salespersons across a variety of industries and have written a collection of fascinating stories, each offering a lesson, valuable insight, or nugget of wisdom that will enhance your selling skills and boost your sales production. As you read these first-person narratives, you will feel as if they are talking directly to you, revealing valuable details behind their greatest sales moves, and imparting priceless lessons on how to sell your way to success. Most important, you can put their valuable insights to immediate use to boost your career.

Chemistry: The Molecular Nature of Matter and Change, Eighth Edition, Duggie: The Playful Pup Who Became a Sled Dog Hero, 6 Crucial Techniques to Increase Engagement in Video, The Giant Family Recipe Book, Attitudes Aren't Free: Thinking Deeply About Diversity in the US Armed Forces, High Protein, Low GI, Bold Flavor: Recipes to Boost Health and Promote Weight Loss, Modern Engines and Power Generators; A Practical Work on Prime Movers and the Transmission of Power, Steam, Electric, Water and Hot Air Volume 4, Jurassic Poop: What Dinosaurs (and Others) Left Behind,

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