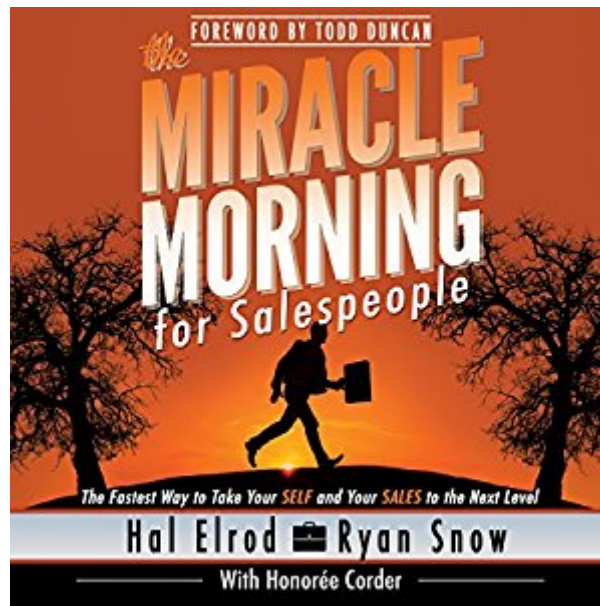


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The Miracle Morning For Salespeople: The Fastest Way To Take Your Self And Your Sales To The Next Level



Synopsis

There are countless books written for salespeople about various sales techniques: prospecting, generating leads, building rapport, handling objections, closing the sale, collecting referrals, and providing excellent customer service. The list goes on and on. This is not one of those books. Most salespeople use these techniques daily, yet the majority still fail to achieve the results they want. So, what is the difference between average performers and the top 1 percent in your company or industry? Which strategies, mind-sets, rituals, practices, and systems do the top 1 percent maintain daily that got them to the top and continue to keep them there? The more you study the world's top salespeople in any industry, the more you realize that their success is a result of who they are more than merely what they do. Thus, logic would have it that if you want to take your sales to the next level, you must first figure out how to take yourself to the next level (because it happens only in that order). That's exactly what this book will help you do, faster than you ever realized is possible.

Book Information

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Customer Reviews

*Full disclaimer: I received an advanced copy of the book. That is why I'm reviewing it before it's actual launch date. I learned about the original Miracle Morning in April of this year. I immediately downloaded the audiobook and listened while the paperback was being delivered. I took action right away using the S.A.V.E.R.S. and successfully completed the 30 day challenge. For 30 days straight (even weekends), I was up before 5 AM to do my Miracle Morning ritual. And I have to say, it has made a big impact in my life. Skip forward to today. In late June my wife gave birth to our first child, our daughter. Between a newborn and running TWO businesses, things have been chaotic to put it

mildly. And, alas, my Miracle Morning had taken a backseat. However, when I discovered that a version of the Miracle Morning customized for Salespeople was coming out, I had to jump on it. And I am very glad I did. I just finished reading the book 10 minutes ago and have to say I am even more excited to re-implement the Miracle Morning. I believe almost anyone would benefit from implementing the Miracle Morning found in the original book. However, if you're in sales (or really, you have any job that depends on communication with the public, team members, or other professionals), this is the version I would recommend. It has all the highlights of the original, but suited to the specific needs of high performing business professionals.

Following the success of the original Miracle Morning book by Hal Elrod, Hal, Ryan, and Honoree teamed up to write a book dedicated to sharing the benefits of the Miracle Morning for Salespeople after popular reception in the sales community. After reading this book and the original Miracle Morning best seller, I'm confident when I say this book will yield the biggest return on investment for any company who has a sales team, and anyone who desires to improve themselves, their sales, their income, and their careers. Forget other books on selling for now; this is the book that will mentally and physically transform you or your sales team and help establish the unstoppable mindset of striving to be a level 10 person in every area of your/their life. It is that mindset that will help you/your team exponentially and allow you/them to learn from other books with a learning and always-improving mindset. This book will prove to be a staple in any salesperson's book collection. Not only do Hal and Ryan teach the Miracle Morning routine and its benefits, but they also share valuable insights and experiences taught by the top 1% of salespeople around the world. If you truly want to be successful at something, you not only have to work on improving yourself, but you also have to model those who have been successful in what you're striving for. This book will allow you to do both of those. Get this book, implement and master what you will learn, and watch everything from your income, your sales, and your personal lives skyrocket to the highest levels you could possibly envision! It only takes 5 minutes to become a morning person, and nearly everyone who has read this book and the original Miracle Morning book was at one point not a morning person either. The Miracle Morning will change your life, as it has for tens of thousands of other people such as myself!

Results. That's what The Miracle Morning For Salespeople is providing for people. It's refreshing to see a book that covers both the mental and tactical side of sales and does it well. This is a book I will reference for years. The day after I completed the book I implemented three of the strategies from

the book and had my highest revenue sales day in 6 months. I converted more than 60% of my potential customers into customers while maintaining over 50% margins that day. I'm not even sure it was the particular strategies I did during the sales that had the biggest impact. I believe it was a combination of what I did during the sales and what I did when I woke up that morning. This book doesn't give you specific "lines" or "scripts", although it does give you a few excellent examples if they'll apply to your industry. You will get some great strategies to help you create your own "lines" or "scripts" though. Read. Implement. Profit.

I have read tons of books about how to become a better at sales, but none that tip the scales quite like this! Most people think that if they read a lot of books about sales, they will naturally become a better sales person, however, they rarely ever take action. The Miracle Morning for Sales People got me doing the things that I needed to work on to TRULY become a better sales person. It's not about what you know, it's all about putting it to use and doing it consistently. Since doing the Miracle Morning, my revenues doubled in the first 2 months and increase another 80% in the following 6 months. Not only that, I am much more relaxed, I get more done each day, and have more free time to spend enjoying the fruits of my labor. I used to work harder and not always smarter, but thanks to Hal and the Miracle Morning, I am absolutely accomplishing more each day in less time and continuing to grow my sales and revenue! I highly recommend!

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