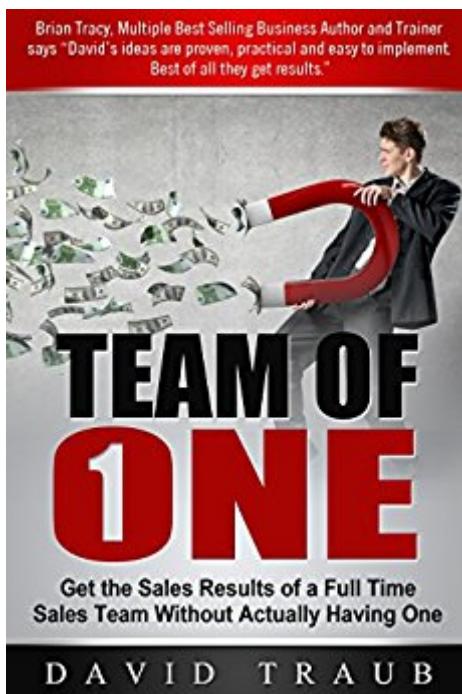


The book was found

Team Of One: Get The Sales Results Of A Full Time Sales Team Without Actually Having One



Synopsis

What if there were proven, practical and easy to implement strategies to help you get more and better prospects, spend less time with tire kickers and get more people to take action on your offer than ever before without being pushy or salesy? How would it impact your business if you could double or even triple your sales resultsâ | all without having to hire and manage a sales team? As a business owner, a coach, consultant or independent professional, you are essentially your own sales team. Since you also have the responsibility of running your business and delivery results for your clients itâ™s critical that you make the most of all of your sales efforts. In Team of One youâ™ll learn what specifically the top 20% of all sales people do differently that get them great results. By implementing those secrets youâ™ll be able to out perform most sales people even though only a portion of your time is spent on selling. Itâ™s like getting the results of a full time sales team without actually having one.

Book Information

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Customer Reviews

Sales have always been a challenge for me. Even If you have an online business marketing and

sales are very important. Having a great sales force can make or break a company. However where do you start and where do you begin? The book was the answer. It was clearly presented and easy to follow. This book is well researched, discussed and organized to optimize the reading experience. The top secrets of top performing sellers were insightful. And the sales system was very practical. I did not know there was such a thing as an automated customer service system. The four types of question was eye opening and presented a new perspective for me. I love the common questions and pitfall section was well done. This is a process book. So if you want your sales to be effective and easy follow the strategies in the book --this was an excellent read.

I discovered this book a little while ago and have to say I'm very glad I did. This is a resource that will help you effectively market your product and at a fraction of the cost. I wasn't that sure about it at first, but after implementing the information I learned; I quickly saw my sales begin to increase. This book was very easy to follow and I had no problem understanding what the author was writing about. I would suggest this for those that are trying to increase sales and want to do it at the lowest cost possible. This book is a quality read and you will be happy you chose it!

David your whole idea about having a SALES plan as well as a MARKETING plan is so extremely useful for people in consulting fields who don't even think much about marketing, much less about a sales plan. Your book is golden for them. I will use it for myself as well as for my clients. It's full of useful content.

This book is no nonsense direct approach to what you really need to do to succeed in sales. I really liked the step by step approach that covers every aspect of sales. The book was easy to read and motivated me to take action.

David Traub's "Team of One" is a no-nonsense guide to maximizing your efforts as a salesperson. The battle-tested advice in this book is both timely and timeless at the same time. My old mentor W. Clement Stone would recognize these principles, as would Dale Carnegie, Zig Ziglar, and my current mentor Michael Masterson. I'm a sales professional with real-time sales and marketing experience going back three decades, including 15 years as a telemarketer. As such, I recognize Taub's ideas as the absolute Truth about sales. Sales, like baseball or football, is often a "game of inches" in which a mere inch in either direction can turn victory into defeat and vice-versa. How do we cut our margin for error down? Read Traub's Step Three. After implementing Traub's steps in

your own career, you can pick your errant coffee cup back up... the coffee that's for Closers only. Drink up, my friends.

A very personal insight into the world of sales, and how to maximise sales and profits, and with a personal story the author shows how the same can be applied to other things in your life than sales. That personal story really made me think about the sales and the effect thinking, effort and quality makes a difference. The book teaches you have to clear your mind, set goals, use positive re-affirmation, preparation, and a whole lot more. You have a pretty powerful amount of education in one book and the 23 years of experience shows through, a great book for those starting and still enough for experienced sales people to get something from the book. Well written.

Very Impressed with the strategies and tactics David shares in Team of One. He has laid it out in a very easy to follow -step by step format. If you are looking to learn to sell effectively or an experienced sales person like I am with eleven years experience in Business Development David's book is full great tips and some absolute gems ,like the tools he reveals that will help you save more time and buy you more time to sell more and the access to the bonus content. There is a lot of value contained in this book. I highly recommend it.

Team of One is one of the best sales books I have read in years. The author provides easy to implement and actionable steps that are designed to take your sales to the next level. The guidance in this book was written in such a way that a person at any level of experience will certainly gain a lot of valuable knowledge that can turn any business around. He offers many examples through story that truly demonstrate these principles. I'm sure that this book will be a must-have resource for many sales professionals and businesses.

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