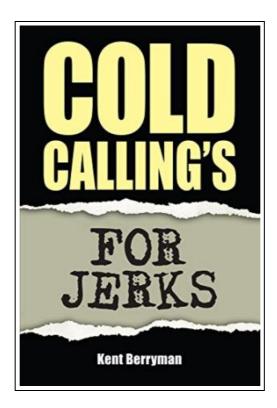
# Cold Callings For Jerks



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## Reviews

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### **COLD CALLINGS FOR JERKS**



AuthorHouse. Paperback. Book Condition: New. Paperback. 120 pages. Dimensions: 8.9in. x 6.0in. x 0.5in. This book is designed for old pros, as well as, young upstarts. According to the U. S. Governments National Occupational Employment Statistics, there are over nine and a half million of us (salespeople) in America alone. Guess what Our numbers are growing, too. Let me be the first to congratulate you on your career choice. Youre in the greatest profession in the world. No other career comes with such opportunity for wealth and satisfaction (notice I did not include the word prestige). Along with all the money and fun, you also get to enjoy all the animosity, distrust and downright dislike from the engineers, service people and technicians who work with you. These same people think youre overpaid because all you do all day is play golf and try to figure out where youre going to eat lunch. Everyone in the organization is jealous of what you do. Plus, they all think they could do your job. People see sales as glamorous. Deep down inside though, they know they cant do your job. They freeze up when they get in front of people. They couldnt stand the thought of having their paycheck based on how much money they brought in for the corporation this week. They want to clock in and out at a certain time. A career in sales is truly a labor of love. It can be the most stressful, frustrating and aggravating job youll ever do. But, it can also be the most rewarding, too. What other occupation (other than professional sports) is based on whether you win or lose Its results that matter. Your year-end evaluations are based on objective goals, not subjective ones. I dont know about you, but thats what I...

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