



Sales Dogs: You Don't Have to be an Attack Dog to Explode Your Income

By Blair Singer

RDA Press, LLC. Paperback. Book Condition: new. BRAND NEW, Sales Dogs: You Don't Have to be an Attack Dog to Explode Your Income, Blair Singer, The number one skill for any entrepreneur or business owner is the ability to sell. Why? Because sales = income. Yet, many fail financially not because they do not have great ideas or even good work ethic, but typically because they don't know how to, refuse to, are afraid to, or don't think it is important to know how to sell. SalesDogs was written as the very first of the Rich Dad Poor Dad "how-to" Advisory series to teach in a very fun and impactful way how to overcome the fears, the myths and the obstacles to selling your products, services or yourself. It then teaches a simple, time-proven process of selling that will generate great income in most any business. The reader will learn the five most important selling skills to master, how to overcome any objection, manage a territory and much more. The book quickly de-bunks the idea that you have to be an overly aggressive "attack dog" to be successful. It uses the metaphor of "man's best friend" to say that a...



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