

## Closers Survival Guide Grant Cardone

Offering winning techniques for spectacular sales results, the creator of The Psychology of Selling shows readers how to conquer fears, read customers, plan strategically, focus efforts on key emotional elements, and close every sale. 30,000 first printing.

TIMELESS WISDOM from the ORIGINAL PHILOSOPHER of PERSONAL SUCCESS "No matter who you are or what you do, you are a salesperson. Every time you speak to someone, share an opinion or explain an idea, you are selling your most powerful asset . . . you! In How to Sell Your Way Through Life, Napoleon Hill shares valuable lessons and proven techniques to help you become a true master of sales." —Sharon Lechter, Coauthor of Think and Grow Rich: Three Feet from Gold; Member of the President's Advisory Council on Financial Literacy "These proven, time-tested principles may forever change your life." —Greg S. Reid, Coauthor of Think and Grow Rich: Three Feet from Gold; Author of The Millionaire Mentor "Napoleon Hill's Think and Grow Rich and Laws of Success are timeless classics that have improved the lives of millions of people, including my own. Now, we all get the chance to savor more of his profound wisdom in How to Sell Your Way Through Life. It is a collection of simple truths that will forever change the way you see yourself." —Bill Bartmann, Billionaire Business Coach and Bestselling Author of Bailout Riches (www.billbartman.com) Napoleon Hill, author of the mega-bestseller Think and Grow Rich, pioneered the idea that successful individuals share certain qualities, and that examining and emulating these qualities can guide you to extraordinary achievements. Written in the depths of the Great Depression, How to Sell Your Way Through Life explores a crucial component of Achievement: your ability to make the sale. Ringing eerily true in today's uncertain times, Hill's work takes a practical look at how, regardless of our occupation, we must all be salespeople at key points in our lives. Hill breaks down concrete instances of how the Master Salesman seizes advantages and opportunities, giving you tools you can use to effectively sell yourself and your ideas. Featuring a new Foreword from leadership legend Ken Blanchard, this book is a classic that gives you one beautifully simple principle and the proven tools to make it work for you.

The Closer's Survival Guide is perfect for sales people, negotiators, deal makers and mediators but also critically important for dreamers, investors, inventors, buyers, brokers, entrepreneurs, bankers, CEO's, politicians and anyone who wants to close others on the way they think and get what they want in life. Show me any highly successful person, and I will show you someone who has big dreams and who knows how to close! The end game is the close.

10X Kids is based on multimillionaire, best-selling author, and philanthropist Grant Cardone's runaway bestseller, the 10X Rule, his #1 business education platform, Cardone University, and the Grant Cardone Foundation's E-Learning program, 10X Kids University. 10X Kids takes the same success principles he's taught to millions of entrepreneurs and Fortune 500 companies around the world and translates them into a short guidebook for kids of all ages. Get ready to learn how to unleash your imagination, control your mindset, get honest with yourself, and take massive action to get you where you want to go in every area of your life. With examples, activities, and Grant's signature style, 10X Kids teaches you how to: 10X your goals, 10X your money, 10X your action, 10X your resources, and 10X your influence.

In this entertaining and thought-provoking book, Tony Alessandra and Michael O'Connor argue that the "Golden Rule" is not always the best way to approach people. Rather, they propose the Platinum Rule: "Do unto others as "they'd" like done unto them". In other words, find out what makes people tick and go from there.

Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal

Listen More Sell More

Shareology

The Emerald Sea

The Ultimate Guide for Short-Term Survival

Elmore Leonard Classic 3-Book Collection

The nation ' s #1 real estate broker and star of Bravo ' s Million Dollar Listing New York shares his secrets for superstar success and getting what you want out of life—no matter who you are or what you do. Ten years ago, Fredrik Eklund moved to New York City from his native Sweden with nothing but a pair of worn-out sneakers and a dream: to make it big in the city that never sleeps. Since then, he ' s become the top seller in the most competitive real estate market on the planet, brokering multimillion-dollar deals for celebrities, selling out properties all over the city, and charming audiences around the world as one of the stars of the hit Bravo series Million Dollar Listing New York. Now, for the first time, Fredrik shares his secrets so that anyone can find success doing what they love. According to Fredrik, even if you don ' t consider yourself a salesperson, you ' ve been in sales your whole life because every day you are selling your most important asset: yourself. Whenever you influence, persuade or convince someone to give you something in exchange for what you ' ve got—whether it ' s a luxury home, a great idea at work, or your profile on Match.com—you are selling. And if you know how to sell the right way, you can live your dream. That is what The Sell is all about. Blending personal stories, hilarious anecdotes, and the expertise he ' s gained from his meteoric rise, Fredrik has written the modern guide on becoming successful, a book that tells you how to recognize and cultivate your true talents and make the ultimate sell. From the importance of being your most authentic self to looking like a million bucks even if you don ' t have a million bucks (yet!), he shows how intangible factors like personality and charm can get you noticed and make you shine. He also shares his tips and tricks for preparing, persuading, and negotiating so that in any of life ' s dealings, you ' ll come out a winner. Whether you work on Wall Street or at Wal-Mart, aim to become the top seller at your company or want to impress a first date, The Sell will help you have more personal and professional success, lead a rich and fulfilling life, and have fun along the way.

Showing how to read the customer's emotions, this classic gives readers the inside knowledge to overcome any barrier and successfully make the close every time.

Being the head of a monster-girl homestead isn't easy. Yeah, there is plenty of awesome sex and cute/horrific monster babies, but Ken Jewell soon has his hands full when a big band of bounty hunters start looking for "Crazy Ken" in the surrounding wilderness.To grow his small empire, Ken's going to have to find some new monster women to make clever and strong babies with. And where does a human soldier from Earth find monster girls to make babies with?The Underdark!

At age 59, serious health issues set me back. How I overcame!

This sales-training manual ebook edition comes includes a complete, step-by-step course offering a uniquely different approach to sales training and to selling any product or service. The acclaimed co-authors combine basic how-to-sell data with their exclusive hands-on selling exercises, resulting in trained salespersons who know without a doubt not only how to sell but also to sell better, easier and faster. Trainees can APPLY what they learn immediately right from the book. Kindle & softcover available. This is Volume One of a forthcoming three-volume series.

Time, Money, Freedom

The 10X Rule

A Navy SEAL's Secrets to Surviving Any Disaster

The Millionaire Booklet

Virtual Freedom

The Closers

The Secrets of Selling Anything to Anyone

New York Times bestselling author Elmore Leonard has written over forty books, including four about U.S. Marshal Raylan Givens, the captivating hero of the hit FX series Justified. Now three of Leonard ' s best novels—Get Shorty, Tishomingo Blues, and Killshot—are together in one classic ebook collection.

A unique financial education handbook that contains a step-by-step guide, in which you will learn the following: How central banks work, how to read financial statements, the difference between assets and liabilities, how to earn passive income, how to use The debt and taxes to make you rich, how to analyze properties step by step, the difference between an investor and a speculator and the habits of the richest people in the world. You will learn a technique to know what investment to make and know the formulas and methods to know how much to pay, how much profit to expect and how to manage the investment. The risks are almost zero if you apply these methods. All concepts are explained with real-world examples and case studies. If you read "Rich Dad,Poor Dad" you may have graduated from school. When you're done reading "How to play monopoly in the real world," you've graduated from the University of Capitalism with honors.

The Closer's Survival GuideOver 100 Ways to Ink the DealGrant Cardone

NEW EDITION--REVISED AND UPDATED with all-new chapters on productivity! Legendary business coach and entrepreneur Dean Graziosi takes you from where you are in life to where you want to be, using simple tools to reshape daily routines and open new doors to prosperity--whether you're a fellow entrepreneur, an employee or executive, or a new grad in your first job. Millionaire Success Habits is a book designed with one purpose in mind: to take you from where you are in life to where you want to be in life by incorporating easy-to-implement "Success Habits" into your daily routine. Legendary business coach Dean Graziosi has broken down the walls of complexity around success and created simple success recipes that you can quickly put to use in your life to reach the level of wealth and abundance you desire. This book is not about adding more time to your day. It is about replacing those things that are not serving your future with success habits designed specifically to assist you on your journey to a better you. In these pages, you'll: • Drill down deep to identify your "why"--the true purpose that drives you and the real reason you want to prosper • Expose and overcome the "villain within" that's holding you back • Unlock the single biggest secret to being productive (it's probably not what you think) • Believe in your own massive potential--so you can make it a reality • Use Dean's 30-day Better Life Challenge to catapult you into your new life Now updated with brand-new chapters on productivity and mastering the art of achievement, Millionaire Success Habits gives you the tools you need to radically reshape your daily routine and open new doors to prosperity.

“ Learn to close, and you will never be without work, and will never be without money. ” — Grant Cardone

Success in 50 Steps

Over 100 Ways to Ink the Deal

How to Work with Virtual Staff to Buy More Time, Become More Productive, and Build Your Dream Business

The Power of Consistency

Get Shorty, Tishomingo Blues, Killshot

Obsessed

High Trust Selling

*Do you feel like your career exists somewhere between your last sale and your next one? Are you always searching for the way to bridge the gap and create long-term success? Does it seem that somehow your life is only about your ability to perform on the job? For too long you have bought into the idea that the business you do and the life you lead are completely separate. What Todd Duncan has learned in his twenty-two years of sales is the polar opposite: When you discover how to connect who you are and what you are about in your selling career, the results will be phenomenal and long-lasting. No matter what industry you work in or what type of sales position you hold, adopting the practical principles in High Trust Selling will open the door to a new way of thinking and a life beyond your wildest expectations. “Long-term sales success happens when high trust exists—when you are a trustworthy salesperson running a trustworthy sales business, and when it’s clear to your clients that you are a person of integrity who will not only do what you say but who also has the means to deliver.” —Todd Duncan*

*Achieve "Massive Action" results and accomplish your business dreams! While most people operate with only three degrees of action-no action, retreat, or normal action-if you're after big goals, you don't want to settle for the ordinary. To reach the next level, you must understand the coveted 4th degree of action. This 4th degree, also know as the 10 X Rule, is that level of action that guarantees companies and individuals realize their goals and dreams. The 10 X Rule unveils the principle of "Massive Action," allowing you to blast through business clichés and risk-aversion while taking concrete steps to reach your dreams. It also demonstrates why people get stuck in the first three actions and how to move into making the 10X Rule a discipline. Find out exactly where to start, what to do, and how to follow up each action you take with more action to achieve Massive Action results. Learn the "Estimation of Effort" calculation to ensure you exceed your targets Make the Fourth Degree a way of life and defy mediocrity Discover the time management myth Get the exact reasons why people fail and others succeed Know the exact formula to solve problems Extreme success is by definition outside the realm of normal action. Instead of behaving like everybody else and settling for average results, take Massive Action with The 10 X Rule, remove luck and chance from your business equation, and lock in massive success.*

*On Halloween in 1963, teenager Pete McCormick, dreaming of escaping a dead-end future in his small hometown, gets his chance to take part in the annual rite in which gangs of teenage boys await the opportunity to take on the local monster known as the October Boy, but Pete is unaware of the truth behind the local ritual and the price he must pay to escape. Reprint. 15,000 first printing.*

*Presents advice about creating a four-step Personal Prosperity Plan which incorporates elements of mental focusing, emotional connection, action, and responsibility to create business success and improve personal well-being.*

*Don't panic! Here are the essential techniques you need to cope with a short-term survival situation.*

*Volume One: The Anatomy of a Sale*

*A Michael Talbot Adventure*

*Dark Harvest*

*Why the Rent of a Green House Is Better Than a Payroll Check*

*How to Have It All*

*The Pocket Outdoor Survival Guide*

*How to Get Super Rich*

*Shows that knowing the principles of selling is a prerequisite for success of any kind, and explains how to put those principles to use. This title includes tools and techniques for mastering persuasion and closing the sale.*

*During economic contractions, it becomes much more difficult to sell your products, maintain your customer base, and gain market share. Mistakes become more costly, and failure becomes a real possibility for all those who are not able to make the transition. But imagine being able to sell your products when others cannot, being able to take market share from both your competitors, and knowing the precise formulas that would allow you to expand your sales while others make excuses. If You’re Not First, You’re Last is about how to sell your products and services—despite the economy—and provides the reader with ways to capitalize regardless of their product, service, or idea. Grant shares his proven strategies that will allow you to not just continue to sell, but create new products, increase margins, gain market share and much more. Key concepts in If You’re Not First, You’re Last include: Converting the Unsold to Sold The Power Schedule to Maximize Sales Your Freedom Financial Plan The Unreasonable Selling Attitude*

*A bestselling author, writer, speaker, TV star, and regular guest on FoxBusiness, NBC, MSNBC and Business Insider, Grant Cardone has no problem selling how to be successful-- because he is successful. His secret? He's obsessed with success. Drawing upon his obsession, Cardone empowers small business owners to use theirs. Coached by Cardone and following examples set by other success stories, small business owners learn how to let their obsession for their business guide them into expanding their operations and growing profits. Given 100 ways to take their business to the next level, business owners are challenged to shift from a defensive mindset to an offensive outlook, changing the primary focus from expenses to revenue. Solutions covered include: \*Branding- how to create a unique brand \*Omnipresence - how to get your company everywhere at little cost \*Pushing your people to greatness never allowing your staff to be average \*Identifying a purpose greater than your product or service \*How to establish value unique to price \*Working your staff to their potential not to a quota \*Power of keeping your staff sold \*Treating obscurity as your only issue \*Doing the things you fear \*Reaching up for business associates and clients \*Having big problems not little ones \*Over-committing to your customers \*Making a list of contacts that would change your business*

*I want to help you reach millionaire status, even get rich, if you believe that you deserve to be the person in the room that writes the check for a million dollars, ten million or even 100 million—let’s roll.*

*Think and act like a Navy SEAL and you can survive anything. You can live scared—or be prepared. “We never thought it would happen to us.” From random shootings to deadly wildfires to terrorist attacks, the reality is that modern life is unpredictable and dangerous. Don't live in fear or rely on luck. Learn the SEAL mindset: Be prepared, feel confident, step up, and know exactly how to survive any life-threatening situation. Former Navy SEAL and preeminent American survivalist Cade Courtley delivers step-by-step instructions anyone can master in this illustrated, user-friendly guide. You'll learn to think like a SEAL and how to: improvise weapons from everyday items \* pack a go bag\* escape mass-shootings \* treat injuries at the scene\* subdue a hijacker \* survive extreme climates \* travel safely abroad\* defend against animal attacks \* survive pandemic \* and much more Don't be taken by surprise. Don't be a target. Fight back, protect yourself, and beat the odds with the essential manual no one in the twenty-first century should be without. BE A SURVIVOR, NOT A STATISTIC!*

*Be Obsessed or Be Average by Grant Cardone (Summary)*

*Using the Study of Sharing to Power Human Business*

*The Platinum Rule*

*Sell Or Be Sold*

*A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere*

*Objections*

*The Closer's Survival Guide*

The 10X Rule: The Only Difference Between Success and Failure by Grant Cardone | Book Summary | Readtrepreneur (Disclaimer: This is NOT the original book. If you're looking for the original book, search this link: <http://amzn.to/2rBw7JC>) Have you ever wondered how some people became so Successful? The World that we are living in right now is full of opportunities. The 10X Rule show us how to tap into these opportunities that we never though existed. By following Cardone's insights and formulas, you too can step outside of your comfort zone and achieve the unlimited success that the world has to offer. (Note: This summary is wholly written and published by readtrepreneur.com It is not the original book. If you are the author in any way) "There is no shortage of money, only a shortage of people thinking big enough" - Grant Cardone For Cardone, success is not about luck, genes, or networks, but rather about taking action and thinking big enough. In The 10X Rule, Cardone built a step-by-step guide to help you convert your dreams into reality The 10X Rule is a step-by-step guide to help you overcome their obstacles and achieve the success which they've always wanted. Will you be the Next? P.S. The 10X Rule is truly an amazing book which could potentially change your finance, life and even relationship. By applying the 10X rule, what seemed impossible will now seem very possible! The Time for Thinking is Over! Time for Action is Now! Click on the "Buy now with 1-Click" Button to Get a Copy Delivered to your Doorstep Right Away! Why Choose Us, Readtrepreneur? Highest Quality Summaries Delivers Amazing Knowledge Awesome Refresher Clear And Concise Disclaimer Once Again: This book is meant for a great companionship of the original book or to simply get the gist of it if you're looking for the original book, search for this link: <http://amzn.to/2rBw7JC>

10 secrets to gaining personal and financial freedom for you and your family, from two top marketing experts and entrepreneurs From living on Jess's wages as a makeup counter sales clerk, to achieving dramatic success as network marketing partners, to running a multi-million-dollar coaching and training company today, Ray and Jessica have achieved a level of success on a shared desire for freedom and balance. Now they want to help you do the same, and do it all from the comfort of your own home! With 10 simple rules for redefining what's possible in your life, this book will help you build confidence, shift your mindset, and learn the tools to take control of your life and start on a path toward your own success. "success" for you means being your own boss full-time, taking an extended parental leave without worrying about how to pay the bills, or saving money to send your child to college, you can follow these rules to make a positive change in your life. You'll learn to: Make room for change in your life by banishing doubt and anxiety Create a vision for your future freedom outside the corporate grind of the status quo Talk about and make money without shame--the money you have and the money you want Wave good-bye to your inner perfectionist Know exactly what to do on a daily basis to make more money from home Have a commitment strategy, not an exit strategy Always remember that you are the hero In this #1 New York Times bestseller, Detective Harry Bosch joins LA's elite Open/Unsolved Unit to help piece together the mysterious death of a teenage girl. He walked away from the job three years ago. But Harry Bosch cannot resist the call to join the elite Open/Unsolved Unit. His mission: solve murders whose investigations were flawed or incomplete L.A.'s titles of crime. With some people openly rooting for his failure, Harry catches the case of a teenager dragged off to her death on Oat Mountain, and traces the DNA on the murder weapon to a small-time criminal. But something bigger and darker beckons, and Harry must battle to fit all the pieces together. Shaking cages and rattling doors, he pushes to the limit -- and expose the kind of truth that shatters lives, ends careers, and keeps the dead whispering in the night . . .

Do you want more free book summaries like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries. Learn about the attitude that defines success. Do you want to be at the top of your game? Do you want to be one step ahead? If you do, then it's time to re-examine your success is a state of mind and if you want to be successful, you have to think like a winner. Written for anyone who wants to maximize their full potential and seize the day, Be Obsessed or Be Average (2016) is your handbook for becoming the best.

The final installment in Richelle Mead's sweeping, enthralling Glittering Court series answers the trilogy's biggest question: what is the secret that drives Tamsin to win at all costs? Tamsin Wright is unstoppable. She must become the Glittering Court's diamond: the girl with the highest test scores, the most glamorous wardrobe, and the greatest connections with an elite suitor in the New World. Training alongside other girls in the Glittering Court, Tamsin immerses herself completely in lessons about etiquette, history, and music--everything a high-society wife would need to know. Once she's married, she'll be able to afford a better life for her family, so the sacrifice is worth it if she can be the best. Mira and Adelaide, her roommates at the Glittering Court, threatens her status as the top-ranked prospect, she does the only thing she knows will keep her on track: she cuts them out of her life. But when her voyage across the sea goes off course, Tamsin must use her unrelenting grit and determination to survive the harsh winter far from home. Her hopes of making it back to the Glittering Court in time to secure a proposal--and a comfortable future for her family. Experiencing new cultures and beliefs for the first time, Tamsin realizes that her careful studies haven't prepared her for everything, and with new alliances formed with roguish tradesman Jago Robinson and good-natured Tamsin's heart begins to be pulled in different directions. But she can't let her brewing attraction get in the way of her ultimate goal: protecting the secret she holds closest to her heart, the one that would unravel everything she's worked for if it's uncovered.

Monster Empire

Make More Money in Less Time with Less Stress

How To Sell Your Way Through Life

10 Simple Rules to Redefine What's Possible and Radically Reshape Your Life

The Art of Closing Any Deal

SEAL Survival Guide

10X Quotes

*The 10X Quote book is derived from The 10X Rule, The Only Difference Between Success and Failure by New York Times bestselling author and self made multimillionaire entrepreneur, Grant Cardone. The 10X lifestyle is one that calls for massive action towards greatness in all aspects of life. This quote book is a compliment to the original book and offers a daily boost of inspiration to continue along a path towards success.*

*Success in 50 Steps has been 10 years in the making, with the author researching and compiling over 500 book summaries into video, audio and written format on his website Bestbookbits.com. The book takes the reader through the steps of taking their dreams out of their head and making them a reality. Walking the reader through the steps to success such as dreams, passions, desire, purpose, goals, planning, time, knowledge, ideas, thinking, beliefs, attitude, action, work, habits, happiness, growth, failure, fear, courage, motivation, persistence, discipline, results and success. With the pathway to success outlined in 50 easy steps, anyone can put into practice the wisdom to take their personal dreams and goals out of their head into reality. Featuring a treasure trove of quotations from the legends of personal development such as Tony Robbins, Jim Rohn, Napoleon Hill, Les Brown, Zig Ziglar, Wayne Dyer, Brian Tracy, Earl Nightingale, Dale Carnegie, Norman Vincent Peale, Og Mandino and Bob Proctor to name a few, let this book inspire you to become the best version of yourself.*

*Shareology explores the who, what, why, where, and how that people and brands share.*

*From the millionaire entrepreneur and New York Times bestselling author of The 10X Rule comes a bold and contrarian wake-up call for anyone truly ready for success. One of the 7 best motivational books of 2016, according to Inc. Magazine. Before Grant Cardone built five successful companies (and counting), became a multimillionaire, and wrote bestselling books... he was broke, jobless, and drug-addicted. Grant had grown up with big dreams, but friends and family told him to be more reasonable and less demanding. If he played by the rules, they said, he could enjoy everyone else's version of middle class success. But when he tried it their way, he hit rock bottom. Then he tried the opposite approach. He said NO to the haters and naysayers and said YES to his burning, outrageous, animal obsession. He reclaimed his obsession with wanting to be a business rock star, a super salesman, a huge philanthropist. He wanted to live in a mansion and even own an airplane. Obsession made all of his wildest dreams come true. And it can help you achieve massive success too. As Grant says, we're in the middle of an epidemic of average. The conventional wisdom is to seek balance and take it easy. But that has really just given us an excuse to be unexceptional. If you want real success, you have to know how to harness your obsession to rocket to the top. This book will give you the inspiration and tools to break out of your cocoon of mediocrity and achieve your craziest dreams. Grant will teach you how to: ·Set crazy goals—and reach them, every single day. ·Feed the beast: when you value money and spend it on the right things, you get more of it. ·Shut down the doubters—and use your haters as fuel. Whether you're a sales person, small business owner, or 9-to-5 working stiff, your path to happiness runs through your obsessions. It's a simple choice: be obsessed or be average.*

*Gold Medal Winner--Tops Sales World's Best Sales and Marketing Book "Fast, fun and immensely practical."—JOE SULLIVAN, Founder, Flextronics "Move over Neil Strauss and game theory. Pitch Anything reveals the next big thing in social dynamics: game for business."—JOSH WHITFORD, Founder, Echelon Media "What do supermodels and venture capitalists have in common? They hear hundreds of pitches a year. Pitch Anything makes sure you get the nod (or wink) you deserve."—RALPH CRAM, Investor "Pitch Anything offers a new method that will differentiate you from the rest of the pack."—JASON JONES, Senior Vice President, Jones Lang LaSalle "If you want to pitch a product, raise money, or close a deal, read Pitch Anything and put its principles to work."*

*—STEVEN WALDMAN, Principal and Founder, Spectrum Capital "Pitch Anything opened my eyes to what I had been missing in my presentations and business interactions."—LOUIE UCCIFERRI, President, Regent Capital Group "I use Oren's unique strategies to sell deals, raise money, and handle tough situations."—TAYLOR GARRETT, Vice President, White Cap "A counter-intuitive method that works."—JAY GOYAL, CEO, SumOpti About the Book: When it comes to delivering a pitch, Oren Klaff has unparalleled credentials. Over the past 13 years, he has used his one-of-a-kind method to raise more than \$400 million—and now, for the first time, he describes his formula to help you deliver a winning pitch in any business situation. Whether you're selling ideas to investors, pitching a client for new business, or even negotiating for a higher salary, Pitch Anything will transform the way you position your ideas. According to Klaff, creating and presenting a great pitch isn't an art—it's a simple science. Applying the latest findings in the field of neuroeconomics, while sharing eye-opening stories of his method in action, Klaff describes how the brain makes decisions and responds to pitches. With this information, you'll remain in complete control of every stage of the pitch process. Pitch Anything introduces the exclusive STRONG method of pitching, which can be put to use immediately: Setting the Frame Telling the Story Revealing the Intrigue Offering the Prize Nailing the Hookpoint Getting a Decision One truly great pitch can improve your career, make you a lot of money—and even change your life. Success is dependent on the method you use, not how hard you try. "Better method, more money," Klaff says. "Much better method, much more money." Klaff is the best in the business because his method is much better than anyone else's. And now it's yours. Apply the tactics and strategies outlined in Pitch Anything to engage and persuade your audience—and you'll have more funding and support than you ever thought possible.*

*A Journey of Faith, Challenges, Hope, and Triumph*

*10X Kids*

*Prosperity Mindset Training for Sales and Business Professionals*

*How to Be a Master Closer in Every Thing You Do*

*Build an Empire*

*The Proven Formula That Works*

*How to Demand Business Success and Get It*

Discover and create a dynamic new model for growing your business by connecting with customers outside your usual field of view Do you think you know your ideal customer? Think again. Many businesses create an ideal consumer profile—aiming all their sales and marketing efforts towards this single type of person—and end up missing out on endless opportunities to sell their services or products. Award-winning business coach, speaker and author Pamela Slim has helped thousands of entrepreneurs around the world start, sustain, and scale their businesses. In The Widest Net, she explains how to build strong diverse relationships, identify and connect with new partners, expand markets, generate leads, and find new customers in places you may never have considered. Social media is a valuable business tool, but it can often create a comfortable cocoon for entrepreneurs, marketers, and leaders who all need to understand the entirety of the marketplace, not just their own social graph. With this book as a guide, you'll learn how to connect with potential clients and customers using the true breadth of the marketplace, which she calls an ecosystem of living connections. The Widest Net shows how to: Search outside your own lens/bias/routine/history to target ideal customers. Attract the interest and attention of new leads by learning more about them authentically. Develop products and services suited to these customers. Sell through a trusted reciprocity framework where your customers become part of your ecosystem and you each help the other grow. Build and sustain loyalty and trust with new customers. Nurture a diverse and resilient customer base by identifying and adjusting to the ideal customer target over time.

There are few one-size-fits-all solutions in sales. Context matters. Complex sales are different from one-call closes. B2B is different than B2C. Prospects, territories, products, industries, companies, and sales processes are all different. There is little black and white in the sales profession. Except for objections. There is democracy in objections. Every salesperson must endure many NOs in order to get to YES. Objections don't care or consider: Who you are What you sell How you sell If you are new to sales or a veteran If your sales cycle is long or short - complex or transactional For as long as salespeople have been asking buyers to make commitments, buyers have been throwing out objections. And, for as long as buyers have been saying no, salespeople have yearned for the secrets to getting past those NOs. Following in the footsteps of his blockbuster bestsellers Fanatical Prospecting and Sales EQ, Jeb Blount's Objections is a comprehensive and contemporary guide that engages your heart and mind. In his signature right-to-the-point style, Jeb pulls no punches and slaps you in the face with the cold, hard truth about what's really holding you back from closing sales and reaching your income goals. Then he pulls you in with examples, stories, and lessons that teach powerful human-influence frameworks for getting past NO - even with the most challenging objections. What you won't find, though, is old school techniques straight out of the last century. No bait and switch schemes, no sycophantic tie-downs, no cheesy scripts, and none of the contrived closing techniques that leave you feeling like a phony, destroy relationships, and only serve to increase your buyers' resistance. Instead, you'll learn a new psychology for turning-around objections and proven techniques that work with today's more informed, in control, and skeptical buyers. Inside the pages of Objections, you'll gain deep insight into: How to get past the natural human fear of NO and become rejection proof The science of resistance and why buyers throw out objections Human influence frameworks that turn you into a master persuader The key to avoiding embarrassing red herrings that derail sales calls How to leverage the "Magical Quarter of a Second" to instantly gain control of your emotions when you get hit with difficult objections Proven objection turn-around frameworks that give you confidence and control in virtually every sales situation How to easily skip past reflex responses on cold calls and when prospecting How to move past brush-offs to get to the next step, increase pipeline velocity, and shorten the sales cycle The 5 Step Process for Turning Around Buying Commitment Objections and closing the sale Rapid Negotiation techniques that deliver better terms and higher prices As you dive into these powerful insights, and with each new chapter, you'll gain greater and greater confidence in your ability to face and effectively handle objections in any selling situation. And, with this new-found confidence, your success and income will soar.

If you want to know, step by step, how to quickly, easily, and smoothly walk anyone from being a skeptical prospect to a happy customer that refers you friends, family, and colleagues...then you want to read this book. Here's the deal: Selling is, at its core, isn't a patchwork of cheesy closing techniques, annoying high-pressure tactics, or gimmicky rebuttals. True salesmanship follows very specific laws, has very specific steps and stages, and leaves a customer feeling happy and helped. It's honest, respectful, enlightening, friendly, and done with real care. It's the type of selling that wins you not only customers, but fans. Not coincidentally, this is the type of selling that truly great salespeople have mastered. This is the type of selling that keeps pipelines full and moving, and that builds a strong, loyal customer base that continues to give back to you in the form of customer loyalty, reorders, and referrals. Well, that's what this book is all about. It will give you a crystal-clear picture of the exact steps that every sale must move through and why, and how to methodically take any prospect through each, and eventually to the close. And how to do it with integrity and pride. In this book, you'll learn things like... The eight precise steps of every sale. Leave any out, and you will struggle. Use them all correctly, and you will be able to close unlimited sales. The true purpose of the presentation and the crucial, often-missing steps that need to be taken first. If you're making the same presentation mistakes as most other salespeople, this chapter alone could double your sales. How to easily discover which prospects can use and pay for your product/service, and which can't. Time is your most valuable commodity as a salesperson, and if wasted, it costs you money. Know exactly when it's time to go for a close, and know how to smoothly create an abundance of closing opportunities. This is the hallmark of every master closer. Learn it, use it, and profit. Why it's a myth that you need to know multiple ways to close deals. Learn this one, simple method, and you'll be able to use it to close all of your sales. Simple formulas to turn any objection into a closing opportunity. Use them and never fear hearing a prospect's objection ever again. And a whole lot more This is more than a just a book, really. It's a step-by-step sales training course. Each chapter ends with precise exercises that will help you master each technique taught and each step of the sales process. If you are new to sales, make this book the first one you read, and you will greatly increase your chances for quick success. If you are a seasoned veteran and are looking for ways to improve your numbers, this book will help you make your sales goals a reality. SPECIAL BONUS FOR READERS With this book you'll also get a free "Road Map" from the author that lays out, in a PDF chart, every step and key principles taught in the book. Print it out and keep it handy because it makes for a great "cheat sheet" to use while selling, or just to refresh on what you've learned. Scroll up, click the "Buy" button now, learn the secrets of master closers, and use them to immediately improve your numbers

Entrepreneurs often suffer from "superhero syndrome"—the misconception that to be successful, they must do everything themselves. Not only are they the boss, but also the salesperson, HR manager, copywriter, operations manager, online marketing guru, and so much more. It's no wonder why so many people give up the dream of starting a business—it's just too much for one person to handle. But outsourcing expert and "Virtual CEO," Chris Ducker knows how you can get the help you need with resources you can afford. Small business owners, consultants, and online entrepreneurs don't have to go it alone when they discover the power of building teams of virtual employees to help run, support, and grow their businesses. Virtual Freedom: How to Work with Virtual Staff to Buy More Time, Become More Productive, and Build Your Dream Business is the step-by-step guide every entrepreneur needs to build his or her business with the asset of working with virtual employees. Focusing on business growth, Ducker explains every detail you need to grasp, from figuring out which jobs you should outsource to finding, hiring, training, motivating, and managing virtual assistants. With additional tactics and online resources, Virtual Freedom is the ultimate resource of the knowledge and tools necessary for building your dream business with the help of virtual staff.

Why you must envision, create and defend your personal empire.Advise for business, life and love.

How to Get Your Way in Business and in Life

Discover the Four Basic Business Personalities andHow They Can Lead You to Success

Dream Big and Live a 10X Life

Sales Strategies to Dominate Your Market and Beat Your Competition

Secrets of a Master Closer

Be Obsessed or Be Average

If You're Not First, You're Last

Getting to Etna Station is all that matters, with the world rapidly collapsing around them, Mike and company make a desperate trek to reach what they believe to be a safe haven. Can they out run the demons that chase them? Will they succumb to Knox and his tyrannical army or Payne, a revenge-bent vampire? New friends will be made along the way while some old ones will fall. If they make it, will it be all they hoped or just another nightmare?

The Ultimate Guide for Mastering The Art and Science of Getting Past No

Summary of the 10x Rule

20 Rules of Closing a Deal

How to Play Monopoly in the Real World

The Gateway to Wealth & Prosperity

The Sell

Millionaire Success Habits