



The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success!

By Warren Greshes



The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes

"Over the years, I have seen them all, and Warren Greshes is one of the very best. In his wonderful new book, Warren distills a lifetime of sales training into sixteen actionable tools, which, if you use them, will guarantee that you too reach your goals."

-Mark Terry, President, Harman Pro Group

"A great read! Warren says it all in a way that's not only easy to understand, but even easier to implement. No need to ever read another book on this subject."

-John Gamauf, President Consumer Replacement Tire Sales Bridgestone Firestone North American Tire, LLC

"Put this book on your must-read list if you want to learn successful strategies for taking your distribution team to the next level. Through motivation and education, Warren Greshes has captivated our very best top managers and producers. He pushes them to succeed and to keep their goals out in front of them, all the while maintaining a clear message, infused with his sense of humor. Warren has helped pave our way to success."

-Bernadette Mitchell, Vice President Retirement Benefits Group, AXA Equitable

"Warren is truly an expert in the field of sales! His grassroots ideas are practical, designed for immediate implementation, and are sure to lead to top-notch results. This book is a must-read for those new to sales and those veteran salespeople who want to take their skills to the next level."

-Raj Madan, corporate marketing executive, financial services industry

 [Download The Best Damn Sales Book Ever: 16 Rock-Solid Rules ...pdf](#)

 [Read Online The Best Damn Sales Book Ever: 16 Rock-Solid Rul ...pdf](#)

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success!

By Warren Greshes

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes

"Over the years, I have seen them all, and Warren Greshes is one of the very best. In his wonderful new book, Warren distills a lifetime of sales training into sixteen actionable tools, which, if you use them, will guarantee that you too reach your goals."

-Mark Terry, President, Harman Pro Group

"A great read! Warren says it all in a way that's not only easy to understand, but even easier to implement. No need to ever read another book on this subject."

-John Gamauf, President Consumer Replacement Tire Sales Bridgestone Firestone North American Tire, LLC

"Put this book on your must-read list if you want to learn successful strategies for taking your distribution team to the next level. Through motivation and education, Warren Greshes has captivated our very best top managers and producers. He pushes them to succeed and to keep their goals out in front of them, all the while maintaining a clear message, infused with his sense of humor. Warren has helped pave our way to success."

-Bernadette Mitchell, Vice President Retirement Benefits Group, AXA Equitable

"Warren is truly an expert in the field of sales! His grassroots ideas are practical, designed for immediate implementation, and are sure to lead to top-notch results. This book is a must-read for those new to sales and those veteran salespeople who want to take their skills to the next level."

-Raj Madan, corporate marketing executive, financial services industry

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes Bibliography

- Sales Rank: #185555 in Books
- Brand: imusti
- Published on: 2006-03-17
- Original language: English
- Number of items: 1
- Dimensions: 8.80" h x .75" w x 5.75" l, .73 pounds
- Binding: Hardcover
- 208 pages



[Download The Best Damn Sales Book Ever: 16 Rock-Solid Rules ...pdf](#)



[Read Online The Best Damn Sales Book Ever: 16 Rock-Solid Rul ...pdf](#)



Download and Read Free Online The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes

Editorial Review

Review

The big secret to sales success? A simple truth: Motivated, positive, goal-oriented people are usually the ones who sell the most. Even if you don't think you have these vital qualities, you can develop them in yourself — with the right help. (*Realtor Magazine*, July 2006)

From the Inside Flap

There are an endless number of sales books that purport to let the reader in on the secrets of great selling. And many of them even have useful ideas and tips. But it doesn't matter how many tricks a salesperson has at hand if he or she doesn't have the one most important weapon in any salesperson's arsenal: the motivation to get out there and sell!

Rhetorical tricks and clever devices, even if they're occasionally effective, don't make great salespeople; hard-working, self-motivated, optimistic people do. The cold, hard truth is that there really isn't any great big secret to sales success. There's only the simple truth: motivated, positive, goal-oriented people are usually the ones who sell the most.

Fortunately, even if you don't think you have these vital qualities, you can develop them in yourself—with the right help. You can learn to motivate yourself to action. You can learn to project a friendly, positive attitude. The Best Damn Sales Book Ever will show you how. Plus, it shows you how to design a set of goals and an action plan that help you focus your efforts and stay on a successful track.

Inside, you'll find wise and practical advice on:

- Motivating yourself today, tomorrow, and into the future
- Setting long-term goals that spur you to action
- Creating a written action plan for your life, career, or business
- Developing a positive mental vision of yourself
- Becoming an expert advisor and resource to your clients
- Doing more than you have to do
- Constantly practicing and preparing
- Creating and selling value, rather than products and prices
- Being persistent but not pushy
- Knowing your customers inside and out
- Loving what you do every day!

This book doesn't cover the art of prospecting, closing, gathering referrals, or presentation. There are a thousand books that rehash those basics. While those skills are important, they're practically useless without the right attitude and motivation. The Best Damn Sales Book Ever is a one-of-a-kind guide to what it truly takes to achieve and maintain real sales success.

From the Back Cover

"Over the years, I have seen them all, and Warren Greshes is one of the very best. In his wonderful new

book, Warren distills a lifetime of sales training into sixteen actionable tools, which, if you use them, will guarantee that you too reach your goals."

—Mark Terry, President, Harman Pro Group

"A great read! Warren says it all in a way that's not only easy to understand, but even easier to implement. No need to ever read another book on this subject."

—John Gamauf, President Consumer Replacement Tire Sales Bridgestone Firestone North American Tire, LLC

"Put this book on your must-read list if you want to learn successful strategies for taking your distribution team to the next level. Through motivation and education, Warren Greshes has captivated our very best top managers and producers. He pushes them to succeed and to keep their goals out in front of them, all the while maintaining a clear message, infused with his sense of humor. Warren has helped pave our way to success."

—Bernadette Mitchell, Vice President Retirement Benefits Group, AXA Equitable

"Warren is truly an expert in the field of sales! His grassroots ideas are practical, designed for immediate implementation, and are sure to lead to top-notch results. This book is a must-read for those new to sales and those veteran salespeople who want to take their skills to the next level."

—Raj Madan, corporate marketing executive, financial services industry

Users Review

From reader reviews:

Robert Caceres:

This The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! book is absolutely not ordinary book, you have after that it the world is in your hands. The benefit you receive by reading this book is usually information inside this reserve incredible fresh, you will get information which is getting deeper an individual read a lot of information you will get. This kind of The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! without we realize teach the one who looking at it become critical in contemplating and analyzing. Don't end up being worry The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! can bring when you are and not make your tote space or bookshelves' become full because you can have it with your lovely laptop even cell phone. This The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! having very good arrangement in word as well as layout, so you will not feel uninterested in reading.

Terry Matlock:

Reading a reserve can be one of a lot of exercise that everyone in the world likes. Do you like reading book so. There are a lot of reasons why people like it. First reading a book will give you a lot of new facts. When you read a publication you will get new information since book is one of several ways to share the information or perhaps their idea. Second, reading through a book will make anyone more imaginative. When you reading a book especially fictional book the author will bring one to imagine the story how the figures do it anything. Third, you are able to share your knowledge to other people. When you read this The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success!, you can tells your family, friends and also soon about yours book. Your knowledge can inspire different ones, make them reading a

book.

Rosemary Till:

Spent a free time and energy to be fun activity to try and do! A lot of people spent their free time with their family, or their friends. Usually they doing activity like watching television, about to beach, or picnic inside park. They actually doing same every week. Do you feel it? Do you want to something different to fill your own personal free time/ holiday? Could be reading a book can be option to fill your cost-free time/ holiday. The first thing you ask may be what kinds of guide that you should read. If you want to test look for book, may be the reserve untitled The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! can be very good book to read. May be it might be best activity to you.

Benjamin Herrera:

As we know that book is important thing to add our expertise for everything. By a book we can know everything you want. A book is a pair of written, printed, illustrated or maybe blank sheet. Every year was exactly added. This publication The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! was filled in relation to science. Spend your spare time to add your knowledge about your scientific disciplines competence. Some people has diverse feel when they reading a new book. If you know how big benefit from a book, you can truly feel enjoy to read a guide. In the modern era like currently, many ways to get book you wanted.

Download and Read Online The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes #GM4K1Z8HE3N

Read The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes for online ebook

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes books to read online.

Online The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes ebook PDF download

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes Doc

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes Mobipocket

The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success! By Warren Greshes EPub