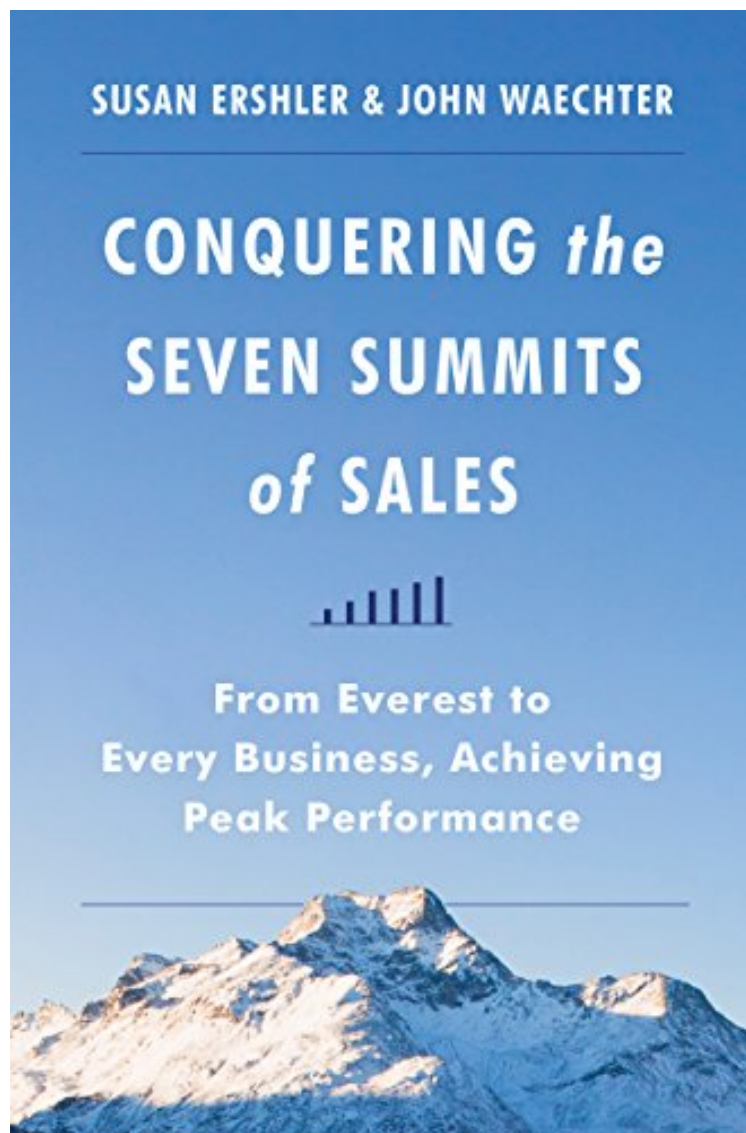


(Mobile pdf) Conquering the Seven Summits of Sales: From Everest to Every Business, Achieving Peak Performance

Conquering the Seven Summits of Sales: From Everest to Every Business, Achieving Peak Performance

Susan Ershler, John Waechter

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Susan Ershler, John Waechter : Conquering the Seven Summits of Sales: From Everest to Every Business, Achieving Peak Performance before purchasing it in order to gauge whether or not it would be worth my time, and all praised Conquering the Seven Summits of Sales: From Everest to Every Business, Achieving Peak Performance:

3 of 3 people found the following review helpful. An Inspiration For Every Sales Pro!By Wade DanielsonI had Sue on my podcast, The Entrepreneurs Library, to give us a deep dive of Conquering The Seven Summits of Sales. With

Susan's experience she gives amazing insight on how to become a selling machine. If you would like to hear a review from the author herself check out episode 102 on theELpodcast.com. 1 of 1 people found the following review helpful. I have learned so many great skills by reading this book multiple times. Whether or not the word "sales" is in our job description, we can't succeed in business without learning to build consensus with our colleagues, persuading our leaders to provide resources, and winning the support and loyalty of our suppliers, partners and clients. The strategies and techniques in this book are essential for anyone wishing to advance their careers and achieve top performer status. I have learned so many great skills by reading this book multiple times. 1 of 1 people found the following review helpful. Thank You Susan John for an Outstanding Sales Book. By Lindsay H. Thank you Susan and John for sharing your expertise and experiences in an outstanding book. Both inspirational and practical, *Conquering the Seven Summits of Sales*, has helped our sales team define goals and track our progress both professionally and personally.

Two experts who have summited the tallest mountains on each of the seven continents—and scaled the highest peaks in corporate sales—examine what it takes to achieve sales success, drawing on the techniques and determination it takes to climb the world's highest peaks. When Susan Ershler and John Waechter each made the grueling journey to the top of Mount Everest, they were motivated by the desire to join the elite group of climbers that had conquered the Seven Summits, the highest peaks on each of the seven continents. It was this same determination that made them star performers in corporate sales, one of the toughest jobs in global business. They both cherish the deep satisfaction that only comes from attaining a seemingly impossible goal through focus, determination, and persistence. In this unique and inspiring guide, Susan and John draw on their experiences to inspire sales professionals to overcome their perceived limitations and reach new heights of success, illustrating how any sales professional can achieve peak performance. They show how to clearly define goals, "choose the right Sherpa" (build the right team), commit to a vision, "travel light" (manage your time), and "measure the mountain" (track your progress). Interweaving concrete, tested methods for high achievement in sales, with stories of harrowing climbs and perseverance, *Conquering the Seven Summits of Sales* proves that anyone can experience the tremendous sense of closure and satisfaction that comes with overcoming perceived limitations and achieve something real and meaningful.

"Learn some of the most effective sales strategies based on the rare experiences of Susan and John, who have not only climbed the tallest mountains but made it in corporate America. In this simple, easy to read, and entertaining book, you'll sell more and reach your full potential faster!" (—Dan Schawbel, New York Times bestselling author of *Promote Yourself*) "Susan and John have put these ideas into a book that we can all share. I recommend it to anyone who wants a better view on how to instill commitment and success in your personal and business life." (Ritchie Straff, Vice President Strategic Planning, Daikin America, Inc.) "Susan and John have taken their amazing accomplishments of climbing the seven summits and applied the principles that helped them achieve that success to their business and personal lives. Business is about serving the customer. They have provided meaningful suggestions that are fundamental to anyone in business." (Blake W. Nordstrom, President, Nordstrom, Inc.) "Climbing high, in business or on mountains, is risky but great fun. One needs skill, perseverance and luck to reach the top. The authors can't help you with luck but they show what it takes to overcome obstacles and reach the highest summits of both the Earth and global business." (—Jim Whittaker, first American to summit Mt. Everest and former CEO of REI) "A fantastic read that both thrills and teaches. Being able to transform all the experiences and death defying moments, into clear and deep lessons for business, has never been done before, with this clarity and perfection. A must read both for the thrill seeker and the responsible businessman." (Nando Parrado, author of *Miracle in the Andes: 72 Days on the Mountain* and *My Long Trek Home*) "Susan and John truly know what it takes to succeed in business and life and this book will inspire you to reach new heights. I am certain you will find renewed strength in your approach to tackling adversity and persevering on your way to achieving your most important goals." (—Sam Reese, CEO, Miller Heiman, Inc. - The Sales Performance Company) "Susan understands better than anyone how reaching the pinnacle of sales success requires the same mental discipline and strategy as scaling Everest. If you love climbing mountains of any kind, Susan's message will guide and inspire you to reach your personal peak." (—Tom Hull, Vice President Sales Americas, Precor) "Susan's ability to translate her climbing lessons into business lessons is truly impressive. And it's clear that she is equally skilled as an author. I dog-eared so many pages and made so many notes in the margins that I have to buy a new copy." (—Troy Peple, CEO of Accelerent) "This book is fantastic! A refreshing read in which Susan and John's story inspires climbers and business people alike to conquer their career 'Seven Summits.'" (—Heather Clark, VP, Sales Coverage Strategy Execution, W.W. Grainger, Inc.) From the Back Cover Two experts who have summited the tallest mountain on each of the seven continents—and scaled the highest peaks in corporate sales and business—examine what it takes to achieve success. In making the grueling journey to the top of Mount Everest, Susan Ershler and John Waechter joined the elite

group of climbers who had conquered the Seven Summits—the tallest mountains on each of the seven continents. This same determination has made them star performers in corporate sales and established them as business leaders. And both of them cherish the deep sense of satisfaction that comes from attaining a seemingly impossible goal through focus and persistence. In this unique guide, Susan and John draw on concrete experience to inspire sales professionals—as well as all team members—to overcome limitations and reach new heights of success, illustrating how anyone can achieve peak performance. They will show you how to define your goals clearly, commit to a vision, "choose the right sherpa" (build the right team), "travel light" (manage time), and "measure the mountain" (track progress). Weaving together stories from harrowing climbs and lessons of indomitable perseverance with actual tested methods for high achievement in sales, business, and life, *Conquering the Seven Summits of Sales* proves that anyone can overcome limitations and accomplish something real and meaningful in business and in life.

About the Author Susan Ershler and her husband became the first couple in history to climb the Seven Summits together. She is an international speaker and business executive who has held a series of executive positions in the sales divisions of Fortune 500 companies, including Verizon, Qwest, United Technologies, and FedEx, and has earned eleven President's Club Awards for leading teams to top performance. She is the coauthor (with her husband, Phil) of *Together on Top of the World*. She lives in Kirkland, Washington.