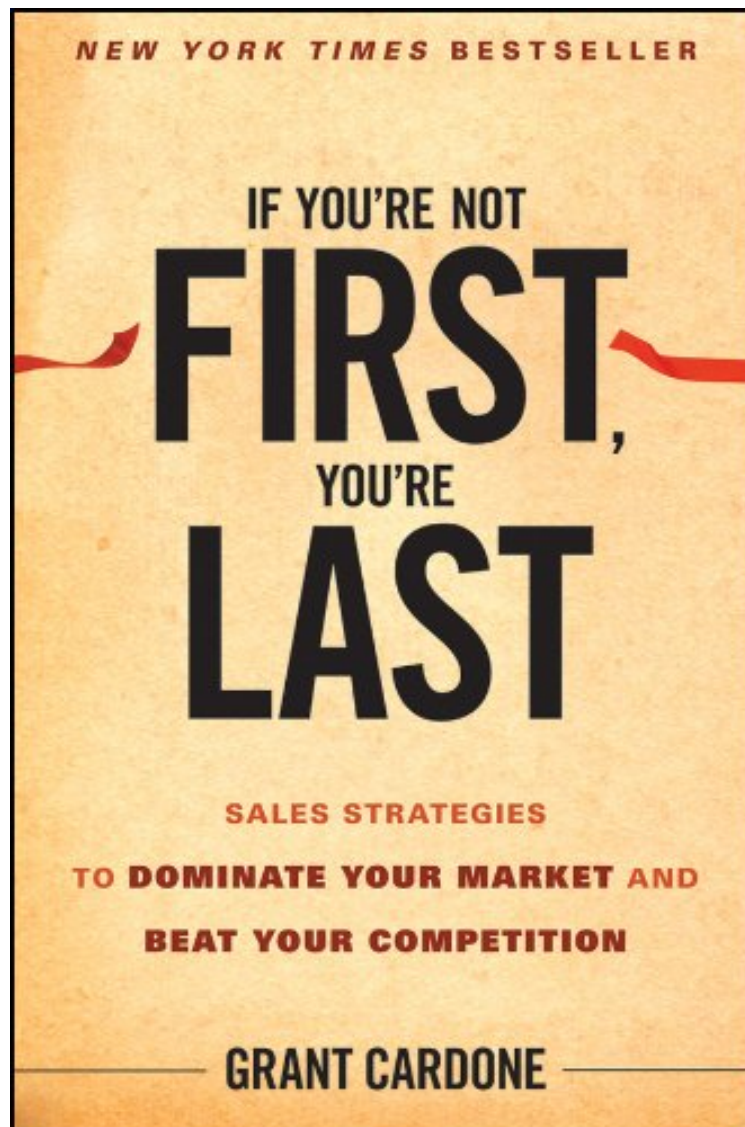


(Download) If You're Not First, You're Last: Sales Strategies to Dominate Your Market and Beat Your Competition

## If You're Not First, You're Last: Sales Strategies to Dominate Your Market and Beat Your Competition

Grant Cardone

ebooks | Download PDF | \*ePub | DOC | audiobook



DOWNLOAD



READ ONLINE

#140899 in eBooks 2010-05-27 2010-05-27 File Name: B003OUX8UC | File size: 23.Mb

**Grant Cardone : If You're Not First, You're Last: Sales Strategies to Dominate Your Market and Beat Your Competition** before purchasing it in order to gage whether or not it would be worth my time, and all praised If You're Not First, You're Last: Sales Strategies to Dominate Your Market and Beat Your Competition:

4 of 4 people found the following review helpful. Best book I've read on creating a referral business.By CustomerMust read if your interested in really learning how to create a relationship based business. Not just calling and asking for a

referral but really developing relationships first then ask for the referral. I'm a REALTOR and it is perfect for my business. 3 of 3 people found the following review helpful. Grant does it again By J. Self Grant has the gift of insightful, plain spoken and hard won logic. He's such a southerner. He mixes in some real gems with mostly good old fashioned not so common sense. He does such a great job at repeating things you already might know in your head but don't seem to "hear" until someone else says them. Buy the book, support Grant and your self. Give it a read with your sharpie in hand. 2 of 2 people found the following review helpful. If you don't think you need to read this, you'd probably get quite a lot out of reading it. By DK Very easy to read with very powerful ideas that can be put to use immediately. All of Grant's books are great. It's not just for the inspiration. His casual (as if he were speaking) writing style is combined with practical advice on how to achieve specific results. None of it is overly industry specific. The material would benefit anyone regardless of current occupation or current stage of life. I can't imagine anyone not getting a huge advantage out of it, or at least being a little better off.

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

"This book is a wake-up call. While the rest of the world is complaining about problems, Grant Cardone is working on solutions." ---Dr. Tony Alessandra, author of *The Platinum Rule* From the Inside Flap Win and take all with these proven strategies In the real world, not everyone gets a prize just for showing up. You either win or you lose. If you're in business during a down economy, winning means one thing: being first. If *You're Not First, You're Last* is your playbook for seizing the heights by boosting sales, increasing margins, and creating new opportunities no matter the economy. Let your rivals complain about miserable selling climates! They can hide under their beds as you use the practical tools and strategies in this guide to get to work and get results. Pulling no punches and allowing no excuses, *If You're Not First, You're Last* gives you: An advance-and-conquer attitude The secret strength of "hunger" Your Freedom Plan Why dominance means disregarding social norms How to deliver at "WOW" levels How to convert unsold goods into sales NOW The "Power" Schedule—the exact daily formula for personal success And so much more! Even in a down economy, you can get to the top in your career and business—and the top is the right place to be! *If You're Not First, You're Last* gives you a proven set of tools to find the opportunities and act on them before your competition does. Get this powerful guide and you won't just succeed, you'll dominate. From the Back Cover Praise for *If You're Not First, You're Last* "This book is a wake-up call. While the rest of the world is complaining about problems, Grant Cardone is working on solutions. If you don't want to have regrets in your life about never reaching your dreams, read this book and light your life on fire!" —Dr. Tony Alessandra, Hall-of-Fame Motivational Speaker and author of *The Platinum Rule* "If Grant's book doesn't motivate you to think bigger, work smarter, and accomplish more than you ever thought possible, then the 'box' you're stuck in is in danger of becoming a casket! Take your dreams out of mothballs, get your game face on, and get ready for the ride of your life!" —Dave Anderson, President, *LearntoLead*, and author of *How to Run Your Business* by THE BOOK "I love Grant Cardone's book for one reason: it works! No theory, no magic formulas, just a step-by-step blueprint that will increase your business if you do exactly what Grant says. It worked for me." —Warren Greshes, author of *The Best Damn Sales Book Ever: 16 Rock-Solid Rules for Achieving Sales Success!* "Nearly all of the sales advice you've been taught will land you in last place. Read this book and learn how to finish first!" —Frank Rumbauskas, New York Times bestselling author, *NeverColdCall.com* "Grant Cardone's new book is a must-read if you want to be first, if you want to be the best!" —Todd Duncan, New York Times bestselling author