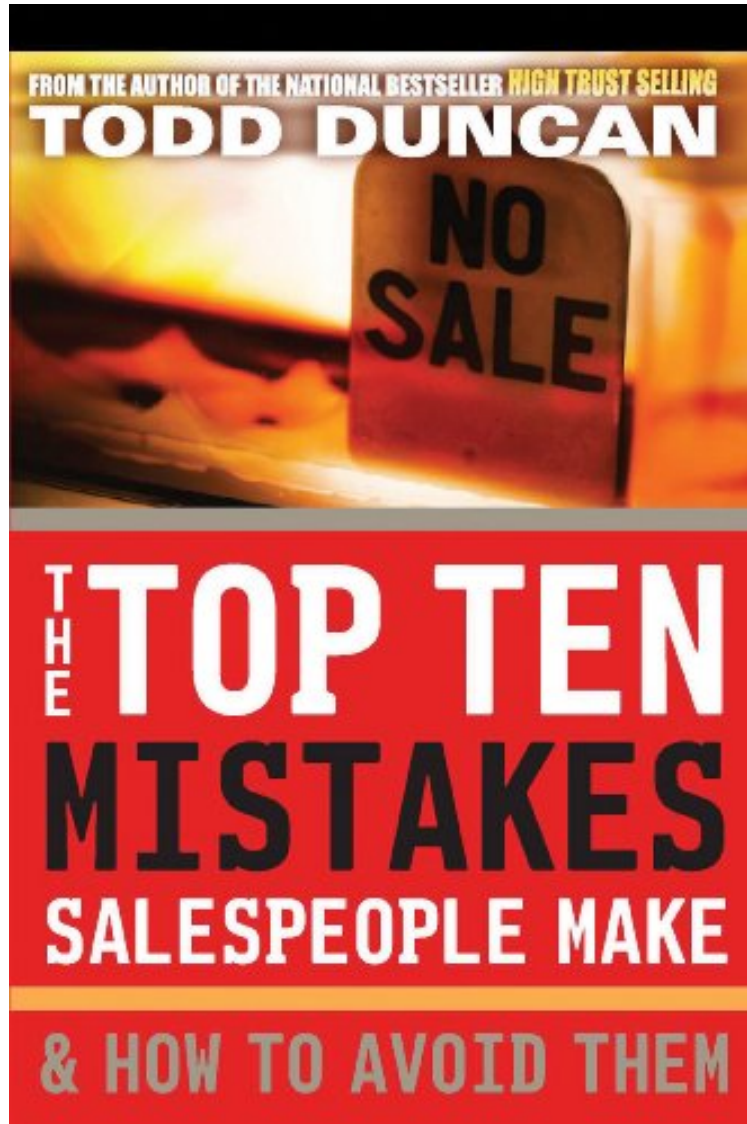


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# The Top Ten Mistakes Salespeople Make and How to Avoid Them

*Todd Duncan*

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**Todd Duncan : The Top Ten Mistakes Salespeople Make and How to Avoid Them** before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Top Ten Mistakes Salespeople Make and How to Avoid Them:

0 of 0 people found the following review helpful. For the new salesperson, there are some insights that make it worthwhile. By Robert Kirk I've been a sales leader for many years and I was excited to dive into this book to get a clear picture of some of the main mistakes that salespeople make. Well, after finishing it, I would say that this book has some interesting ideas on the issues and possible solutions of sales mistakes but it really is for the beginner. Too many side stories and not enough concrete solutions is my overall assessment but if that appeals to you than as a salesperson

trying to improve, this book may have some value. There are tons of great sales books out there and there is never enough time to read them... be very selfish with your time.0 of 1 people found the following review helpful. Top Ten Mistakes Salespeople Make How to Avoid ThemBy Cindy ReinertsenStill working my way through it but I like the chapter titles. The first topic is having a self made goal, not hype from outside yourself. This is a hugely important step, glad it's first.

Todd Duncan's revolutionary approach to selling yourself as well as the product has become an inspiration for tens of thousands of salespeople around the world. In *The Top Ten Mistakes Salespeople Make and How to Avoid Them*, he focuses his expertise on the most common and destructive blunders salespeople make and how you can prevent them. Based on thousands of interviews, years of research, and two decades of personal sales experience, this book is specifically designed to help you steer clear of the ten most fatal selling mistakes?like trying to sell before training to sell, making unplanned calls on unknown customers, and selling your product before knowing your customer. Duncan also shows you how to build a life-based business instead of a business-based life, finding that delicate but essential balance between work and home. Packed with Todd Duncan's sought-after sales wisdom and energy, this book will give you the tools to avoid the pitfalls, sharpen your sales skills, and become the best salesperson you can be. nbsp;

About the AuthorTodd Duncan, CEO and founder of The Duncan Group is one of America's leading experts in the areas of Sales and Life Mastery. His tapes, seminars, and books, including *High Trust Selling* andnbsp;*Time Trap*nbsp;have helped millions worldwide tap into their potential.