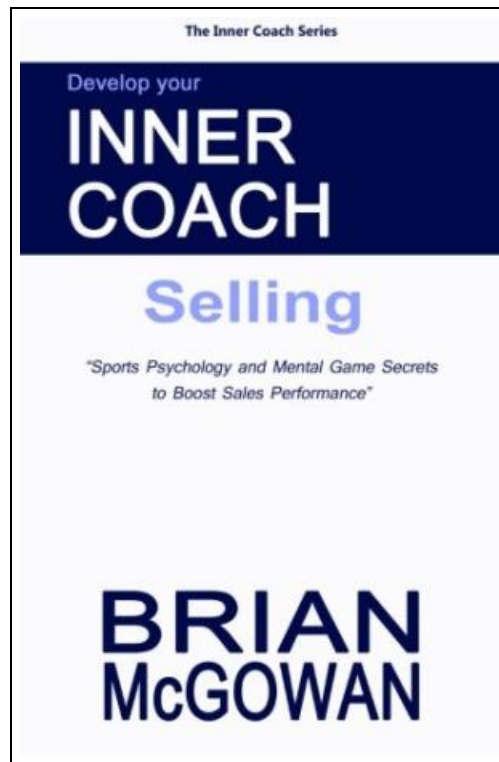


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Reviews

This published pdf is wonderful. it was writtern really completely and valuable. I found out this book from my dad and i recommended this pdf to find out.
(Dr. Bryon Gleichner)

DEVELOP YOUR INNER COACH: SELLING: SPORTS PSYCHOLOGY AND MENTAL GAME SECRETS TO BOOST SALES PERFORMANCE (PAPERBACK)



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Createspace, United States, 2014. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. This book is about developing Winners - providing salespeople with the secrets Sports Professionals have used over the years to help them win in highly competitive environments. For example, most top golf pros are all virtually equal skill-wise - you couldn't pass a sliver of paper between their ability, yet only one of them can win each week. Only one can triumph. So what is it that separates them - if not their skills? The answer to this question is as simple as it is profound; it's all about how they think! The one that's mentally tough around the course, the one that thinks right during the tournament - they are the ones that win. And it's the same with selling. How you think dictates your success, yet how many of you involved in selling for a living have ever had any guidance, training or coaching on being Mentally Tough? The sales industry is missing out on the key mental skills that the sports arena uses to make champions - and in the highly competitive world of sales - anything that can differentiate you from the competition is worth considering. Yes you need selling skills. You need product knowledge. You need the ability to plan and prepare. But what separates the winners from the pack is how they THINK! This is not a book about how to present features and benefits when selling - you should already know how to do that and if you don't there are plenty of great sources of learning out there that cover such selling skills. This is about giving you the performance edge, the mental keys to unlock your true sales...

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