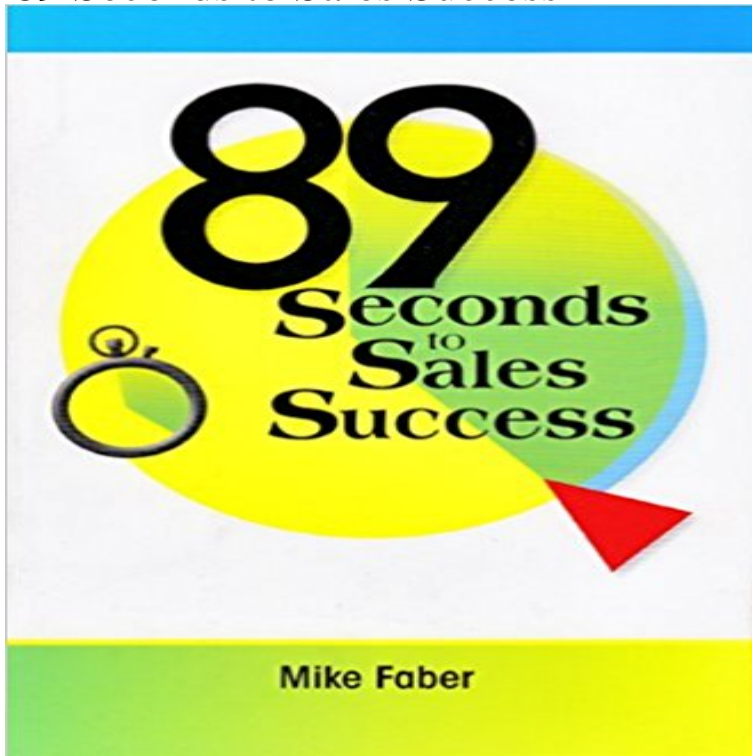


89 Seconds to Sales Success



Finally, a book for salespeople written for today's business pace. This book contains fifty actionable sales strategies based on six key principles for sales success. 89 Seconds to Success means that you can read and implement each of these strategies quickly. As I wrote, I tried to envision you in the middle of your business day. The phone is ringing, your email is piling up, the boss calls an important meeting, your spouse just sent you a text and your most important client says she'll stop by but she's not sure when. And it's three o'clock, and lunch was a Snickers bar and a diet Coke. Sound familiar? I know what it is like to be there and I know in those times you don't have much time. Each strategy in the book is designed to be ingested and implemented in really quick chunks. 50 quick hits, 89 seconds or less, whether you're sitting in the reception area of your biggest client and searching for a new resource that will close the deal. Or perhaps you're a leader with a meeting to chair that's two minutes away, and you need some inspiration in how to reach your people in 89 seconds or less. Maybe you can't change the world in 89 seconds, but you can change your career!

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