



Sales Insanity: 20 True Stories of Epic Sales Blunders (and How to Avoid Them Yourself) (Paperback)

By Cannon Thomas

Ivy House Publishing, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Thousands of books have been written about the right things to do in sales. They serve up an endless supply of good ideas that will allegedly lead you to a more successful career. These so-called Best Practices are like vitamins for sales performance - if you indulge them dutifully over time, better results will hopefully follow. Sales Insanity is the exact opposite of those books. Instead of vitamins, it dispenses pain killers. Rather than extolling the virtues of good behavior, Sales Insanity helps you avoid the disastrous outcomes of bad behavior. It reveals the things you should never do under any circumstance, because these actions will always lead to spectacular failure. So what are these deadly Worst Practices in the sales profession? What are the common activities you need to purge from your own daily routine to stop losing sales? What unintentionally insane decisions do you make every day that cause you unnecessary, self-inflicted pain? Cannon Thomas has the answers, because he s witnessed the Worst Practices first-hand. With keen insight and excellent storytelling, Cannon shares 20 entertaining vignettes that prove a...



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Reviews

Extensive guide! Its such a excellent read. This can be for anyone who statte that there was not a worth looking at. I am just effortlessly will get a satisfaction of looking at a written publication.

-- Melvin Hettinger

This book will not be effortless to start on reading through but very exciting to learn. It is amongst the most remarkable book i have got go through. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Dr. Easton Collier DVM