



Be a Sales Superstar: 21 Great Ways to Sell More, Faster, Easier in Tough Markets

Brian Tracy

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Brian Tracy shares the most important principal for sales success he has discovered in 30 years of training more than 500,000 sales professionals in 23 countries. Based on his detailed discussions with top salespeople and keen observations of their methods, these guidelines address both the inner and outer games of selling. Each chapter is dedicated to one principle, and all are time- and field-tested to boost sales and success. Among them are Act as If It Were Impossible to Fail; Dedicate Yourself to Continuous Learning; Position Yourself as a Financial Improvement Specialist; Make Every Minute Count; Apply the 80/20 Rule to Everything; and Know How to Close the Sale.

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