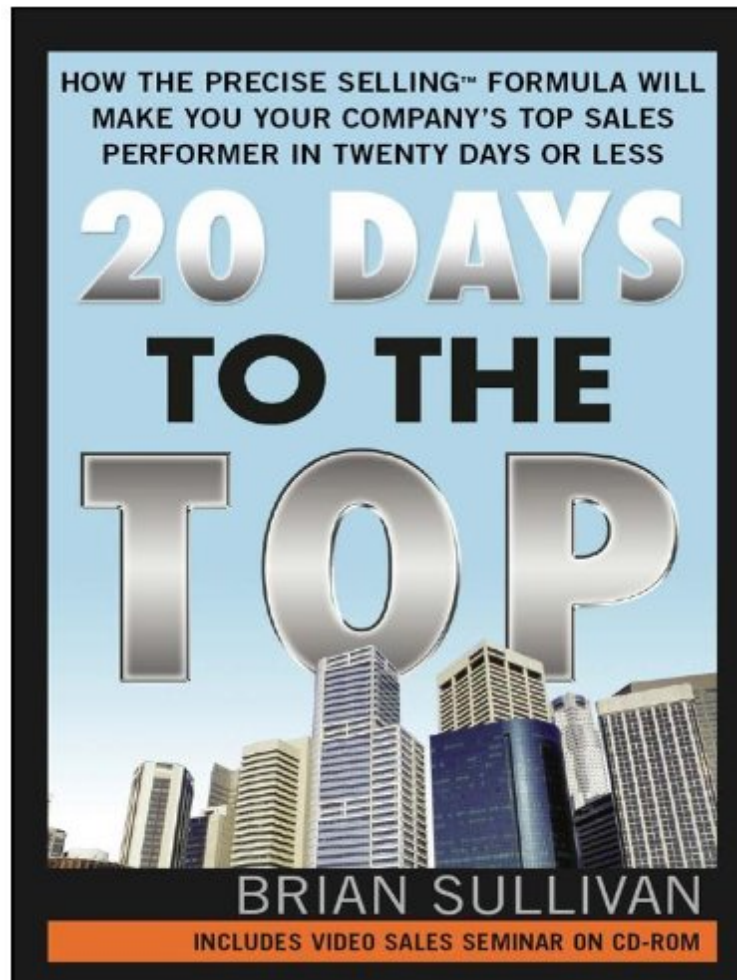


[Free pdf] 20 Days to the Top

## 20 Days to the Top

*Brian Sullivan*

*audiobook / \*ebooks / Download PDF / ePub / DOC*



[Download](#)

[Read Online](#)

#493761 in eBooks 2005-09-01 2005-09-01 File Name: B001U3CNE2 | File size: 76.Mb

**Brian Sullivan : 20 Days to the Top** before purchasing it in order to gage whether or not it would be worth my time, and all praised 20 Days to the Top:

0 of 0 people found the following review helpful. 5 Star Selling AdviceBy CustomerA lot of sales books are filled with meaningless fluff, but this book delivers the goods. The author tells you exactly what you need to achieve your goals and sell. The ability to sell is not something that people are born with, it is a learned ability. This book teaches you what you need to know. I feel pretty comfortable giving it 5 stars.0 of 0 people found the following review helpful. Every sales persons bibleBy Jeff TuckerGreat book that doesn't dance around the subject. Direct, honest, and insightful0 of 1 people found the following review helpful. Goofy adviceBy Brian HI bought this book when I was brand new to sales. It has mostly goofy advice in my opinion. Save your money and be yourself.

ldquo;I've been selling the same basic product to the same customers for over 10 years. I watched your video and it

turned my thinking upside down!...And guess what?? I WAS my company's Top Sales Performer!rdquo; --Linda Jamison, National Account Manager, Time Warner Book GroupBrian Sullivan is an award-winning salesperson and one of the most prominent and sought-after sales and leadership trainers. His high-energy, no-nonsense, interactive seminars on the PRECISE Selling Formula have become one of the hottest training courses in sales. Based around the notion that you should ldquo;Say less...while selling more,rdquo; Sullivan teaches salespeople how to execute the PRECISE Selling Formula in just 20 days. They'll also learn how to:--Lead their company in sales--Be stupid to make stupid big money--Create a posture that attracts customers--Evaluate sales performance after every call

"I've been selling the same basic product to the same customers for over 10 years. I watched your video and it turned my thinking upside down!...And guess what?? I WAS my company's Top Sales Performer!"About the AuthorBrian Sullivan was awarded Welch Allyn Inc.'s President's Cup in 1996, recognizing the company's top performance in attitude, aptitude and performance. Brian's PRECISE Selling techniques have since been taught in North America, South America and Europe, and have been published in leading sales trade publications. He lives in Missouri. Visit [www.preciseselling.com](http://www.preciseselling.com).