



# **The Everything Guide To Being A Sales Rep: Winning Secrets to a Successful - and Profitable - Career! (Everything®)**

*Ruth Klein*

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Successful selling is much more than qualifying prospects and making calls. If you're planning on entering the exciting field of sales, *The Everything Guide to Being a Sales Rep* is your unique career handbook, with constant “keep positive reminders” and practical applications throughout.

Written by a seasoned-and successful-sales professional, *The Everything Guide to Being a Sales Rep* teaches you the proven five-prong approach to selling:

- Identifying and following the roadmap to sales success.
- Understanding the psychology and motivation of sales.
- Clarifying goals, prospects, and customer relationships.
- Making time to sell, market, and follow up on products and services.
- Keeping a positive attitude.

With *The Everything Guide to Being a Sales Rep*, you'll learn how to use two of your most valuable assets-time and energy-to create an extraordinarily dynamic and profitable selling career.

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