



Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom!

Mr Phil Polson, Phil Polson

[Download now](#)

[Click here](#) if your download doesn't start automatically

Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom!

Mr Phil Polson, Phil Polson

Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom! Mr Phil Polson, Phil Polson

How To Bring In 2, 3, Or Even 10 Times More Sales At Better Margins. Global Leadership, & Customer Service Expert, Dr. Sheila Bethel Murray sums the book up very well: “The COG system Phil Polson has developed and written about in his book 'Sales Drive' needs to be at the fingertips of every serious sales person. If you are an old pro he will remind you for what you may have forgotten. If you are new to sales this is THE tool you need to stay on track using his proven sales closing process. You’ll find easy to understand step by step action tips that will give you what you need to be a superstar in sales.” Jack Zufelt, “Mentor to Millions of Salespeople, Internet Entrepreneurs & International Success Expert, adds: “This book is a masterpiece on selling! Anyone can become a top salesperson with the super simple information in this book! Should be a “must read” for all sales organizations. Want to increase your personal sales? Read it now!” The book follows the true story, reality TV style, of a day in the life of a very modern salesperson who depends on making sales for their livelihood. 30 years old Pat Black, in his mind is already a sales legend, has geared his life up for big commissions, and yet he doesn't have enough on his credit card to pay for a tank of gas. Why is he missing valuable sales after the company has spent so much time and money training him and generating leads for him? A division of the international finance and banking organisation he represents has hired Phil Polson to observe Pat in a real sales situation and find out why? Pat is a teller not a seller. He relies heavily upon the companies’ pre-prepared sales folders and PowerPoint presentation as his sales tools just as his Sales Manager has instructed him. Many commonly missed small vital steps means he fails to close. As the story unfolds Pat's mistakes become painfully obvious. After the lost sale, and therefore lost income, Phil sits down with Pat and helps him analyse & put into place a new, modern, and complete sales system to carry in his head. This system has been designed by the author who is a seasoned, street smart professional consultative salesperson. World renowned sales copywriter Herschell Gordon Lewis, says ”This bright and valuable information, salted with lighthearted anecdotes, is well communicated. Phil Polson combines a hard-boiled analysis of the creative sales process with his rare sense of humour. Anyone and everyone involved in the sales process not only should read the chapter on “Different Sales Levels” but read it a second time to be sure of absorption”. Anyone who is in business, or sales, and who needs more sales will learn the ultimate methods of ethical, no-tricks, no clever moves, and no career long sales trainers buzz words, plain honest selling. The book gives an easy to read yet detailed description of a modern sales system that has stood the test of time. The system is called the sales ‘Champions Operational Guide “COG”. COG is a complete set of modern sales tools, sales skills, & techniques that once learned you have forever provided you practice them. Once you get the system whenever you are in a selling situation you will automatically see the COG in your head & move to autopilot. You will be comfortable and competent with a combination of old-fashioned proven methods and modern age thinking & technology. You will know where you are in the sales process & which tool to take out of your ‘tool-kit’ and use for the right job. Failure to close sales is the big cost in business. Trust, belief, integrity, ethics, is at the COG hub. Sales are the vital component to have running smoothly at all times. COG works brilliantly for any salesperson, from self-employed, to small and medium size companies, and for large multi-national companies, who want to reach Sales Stardom.

 [Download Sales Drive: Sales Drive: the definitive 'no-brain ...pdf](#)

 [Read Online Sales Drive: Sales Drive: the definitive 'no-bra ...pdf](#)

Download and Read Free Online Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom! Mr Phil Polson, Phil Polson

From reader reviews:

James Bass:

What do you concentrate on book? It is just for students because they are still students or this for all people in the world, what best subject for that? Simply you can be answered for that issue above. Every person has several personality and hobby for every single other. Don't to be pressured someone or something that they don't wish do that. You must know how great as well as important the book Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom!. All type of book is it possible to see on many solutions. You can look for the internet sources or other social media.

Lola Taylor:

Playing with family within a park, coming to see the sea world or hanging out with good friends is thing that usually you will have done when you have spare time, in that case why you don't try matter that really opposite from that. A single activity that make you not sensation tired but still relaxing, trilling like on roller coaster you are ride on and with addition info. Even you love Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom!, you could enjoy both. It is good combination right, you still want to miss it? What kind of hang-out type is it? Oh can occur its mind hangout fellas. What? Still don't get it, oh come on its called reading friends.

Will Cathcart:

With this era which is the greater man or who has ability to do something more are more treasured than other. Do you want to become among it? It is just simple approach to have that. What you should do is just spending your time not very much but quite enough to get a look at some books. One of several books in the top collection in your reading list is actually Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom!. This book which can be qualified as The Hungry Slopes can get you closer in growing to be precious person. By looking way up and review this reserve you can get many advantages.

Laurence Asher:

Book is one of source of information. We can add our knowledge from it. Not only for students but in addition native or citizen need book to know the change information of year to be able to year. As we know those ebooks have many advantages. Beside all of us add our knowledge, also can bring us to around the world. By the book Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom! we can acquire more advantage. Don't that you be creative people? For being creative person must choose to read a book. Just choose the best book that suitable with your aim. Don't possibly be doubt to change your life at this time book Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom!. You can more attractive than now.

**Download and Read Online Sales Drive: Sales Drive: the definitive
'no-brainer' street smart guide to Sales Stardom! Mr Phil Polson,
Phil Polson #PNDQ80XBOU4**

Read Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom! by Mr Phil Polson, Phil Polson for online ebook

Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom! by Mr Phil Polson, Phil Polson Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom! by Mr Phil Polson, Phil Polson books to read online.

Online Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom! by Mr Phil Polson, Phil Polson ebook PDF download

Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom! by Mr Phil Polson, Phil Polson Doc

Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom! by Mr Phil Polson, Phil Polson Mobipocket

Sales Drive: Sales Drive: the definitive 'no-brainer' street smart guide to Sales Stardom! by Mr Phil Polson, Phil Polson EPub