



How to Be a Super Salesman...and Still Respect Yourself in the Morning

Harry Frisch

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HOW TO BE A SUPER SALESMAN... and Still Respect Yourself in the Morning by Harry Frisch offers you the powerful, winning five-steps of Penetration Selling (R) -- techniques you can apply to master the art of persuasion and become a success at the highest paying profession in the world.

Presented with a fresh viewpoint and a light, entertaining style, this book will show you how to:

- * Be more persuasive
- * Increase your income
- * Get what you want in business and in life.

In this book, you will discover:

- * The exact five-step sequence of Penetration Selling, and how to be a master at applying it
- * The basic attributes a salesperson needs to be successful (you'll be surprised!)
- * Three powerful principles that dramatically increase your closing ratio, while decreasing effort and stress
- * How to guarantee a stable income flow by cultivating repeat sales
- * The simple four-step method that dissolves any and all objections (yesm, one method works on ALL objections!)
- * How to spot and correct whatever is going wrong with your sales (excellent for Sales Managers!)
- * And much, much more...

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