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Sales Dog Blair Singer

LM Reder



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Rich Dad Advisor's Series®: SalesDogs Blair Singer,2002-07-01 By knowing the five basic breeds of people the Pit Bull the Golden Retriever the Poodle the Chihuahua the Basset Hound readers will have the necessary insight to improve their business selling savvy SalesDogs will Introduce Five Breeds of SalesDogs Reveal the five simple but critical revenue generating skills to generate endless streams of qualified buyers life long sales Teach you how to identify your breed play to your own strengths Give you the steps to inspire direct any group of sales people into a charging pack of blue ribbon SalesDogs Show you how to reduce your sales effort increasing your sales results Teach you how to radically change your attitude in thirty seconds or less so you can direct your financial results *Sales Dogs* Blair Singer,2012-07-03 The author presents his advice and techniques for developing personal salesmanship skills **From Self-Awareness To Greatness** Jacky Yap,Sada,Chen Yuan,Neetu,Jimmy Yap,2022-08-21 Self Awareness is often viewed as the cornerstone for personal and leadership successes By having a conscious knowledge of your character and understanding your natural tendency to act in a way that energises and recharges you throughout the day making achievements in life would simply be a walk in the park Unfortunately such a simple pathway to achievement is often obscured by the general consensus such as what a best salesman should do and how a great leader should behave Attempting to fit into the mould of a great leader or the mould of a good salesman would not only prevent you from achieving your goals it would make you appear cringey or worse drain away all your energy leaving you feeling tired and questioning the purpose of your existence and your goals in life Motivational trainings time management trainings etc have their values however without first having an elevated self awareness attempting to follow the steps and to do lists in those trainings would likely result in frustration and end up stopping the practices altogether Anybody who exhibits the above symptoms or feel that you could have attained greater heights in your career and life but for whatever reasons unable to do so this book is tailored specially for you In this book you will discover that everyone is unique and that by understanding your own unique talents and leveraging on it you can achieve your greatness in your own unique and energising way This book adopts a practical approach that focuses on helping the readers elevate their self awareness with the main objective of empowering them to achieve their personal and leadership successes Self awareness doesn't stop you from making mistakes but it allows you to learn and correct them Prof Roy Ling LEAD Program Instructor The essence of good strategy is being aware of your strengths and your rival's weaknesses and applying your strengths against your rival's weaknesses Prof Ishtiaq Pasha Mahmood Head of Department and Professor Strategy Policy NUS Business School Your strengths are the foundation to your greatness Find ways to play to your strengths Coach Jason Ho Performance coach Enter this code to get this free GRW3SK77W9QLF *Tax Strategies for Everyone* Eric Freeman, CPA, MACC,2024-03-03 Real Advisors Real Information ARE YOU PAYING TOO MUCH IN TAXES Every year millions of Americans pay more taxes than they should Are you one of them It's time to stop overpaying and start taking

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Hitting the Highest Notes Beverly Sallee,2004 I love it when something happens that makes my spirit soar You know the feeling Suddenly you are experiencing an awesome wonder the manifestation of a stellar talent the expression of a pure heart the majesty of creation s splendor the thrill of being in the presence of near perfection For me spirit soaring moments occur most predictably when I am listening to a musical performance and the performer is on song as the English say so beautifully That is especially true when the performer is a classical soprano and she hits the high notes with a clarity and purity of tone that sends chills running down the spine and causes and audience to leap to its collective feet with spontaneous applause and cheers This is a book primarily for and about women so the metaphor of a soprano is appropriate And because I am a

musician at heart and by training the metaphor of music will run throughout this book There s a soul song for you to sing a song titled your success that has a melody of joy and a rhythm of satisfaction It s a song only you can sing It s a success only you can achieve And when you do your spirit will soar and others will be inspired to follow your example **Vendedores Perros. No Necesitas Ser un Perro de Ataque para Tener éxito en Las Ventas / Sales Dogs** Blair Singer, 2025-07-22 Vendedores perros es un bestseller internacional que ha inspirado a pequeños empresarios vendedores y dueños de negocio en todo el mundo por décadas Su mensaje es claro la diferencia entre tener una idea millonaria y realmente ser millonario es tu habilidad para vender tu idea concepto servicio o producto Ya sea que estés buscando trabajo reclutando un excelente equipo vendiendo un servicio incrementando tu capital o simplemente convenciéndote las ventas son tu habilidad número uno Este libro te ayudará a revelar tus habilidades generadoras de ingresos explotar tu poder adquisitivo identificar tu raza de vendedor perro para aprovechar tus fortalezas y obtener tus objetivos superar los obstáculos y falsas creencias alrededor de las ventas y llevarte a un nivel de confianza máximo Cambia eso no en sí sin importar con quién estés negociando Aprende a ser líder de un equipo de ventas **ENGLISH DESCRIPTION** The number one skill for any entrepreneur or business owner is the ability to sell Why Because sales income Yet many fail financially not because they do not have great ideas or even good work ethic but typically because they don't know how to refuse to are afraid to or don't think it is important to know how to sell SalesDogs was written as the very first of the Rich Dad Poor Dad how to Advisory series to teach in a very fun and impactful way how to overcome the fears the myths and the obstacles to selling your products services or yourself It then teaches a simple time proven process of selling that will generate great income in most any business The reader will learn the five most important selling skills to master how to overcome any objection manage a territory and much more The book quickly debunks the idea that you have to be an overly aggressive attack dog to be successful It uses the metaphor of man's best friend to say that a great sales person is like a loyal persistent and lovable canine It stipulates that there are five different breeds or personalities of SalesDogs that can each make a lot of money by playing to its strength You will learn how to identify maximize and train to that strength and also how to teach others on your team to do the same While the book is fun and engaging it also dives deep into the personal development issues that block a person's ability to generate income and how to overcome them The book is perfect for first time salespeople individuals who are uncomfortable with the notion of selling those who need to train others to sell and those who want to simply get better quicker **Realtor Magazine** ,2005

Team Code of Honor Blair Singer, 2012-09-18 Offers advice to managers on forming teams in the workplace explaining how to develop a code of honor among employees that can control the growth of the organization and increase employee performance Little Voice Mastery Blair Singer, 2013-05-28 Little Voice is the chatter in the six inches between your ears that turns you into a hero one minute and a dunce the next The 21 proven techniques presented here will reprogram the Little Voice in your brain in 30 seconds In Little Voice Mastery author Blair Singer delivers strategies and techniques that

will give readers the ability to Maintain power in any pressure situation and stop debilitating chatter in their brain so they can attract what they want now Uncover and realize lifelong dreams Break through self sabotaging habits Build powerful lasting confidence Resurrect the hero inside of them *The British National Bibliography* Arthur James Wells,2004

Vendedores perros: No necesitas ser un perro de ataque para tener éxito en las ventas/ Sales Dogs: You Don't Have to be an Attack Dog to Explode Your Income Blair Singer,2018-02-27 Vendedores perros es una guía para encontrar en nosotros al vendedor estrella Bestseller con más de 100 mil ejemplares vendidos Domina las ventas y convirtiérete en millonario Descubre cómo vender tu producto en el mundo de los negocios Vendedores Perros es un bestseller internacional que ha inspirado a pequeños empresarios vendedores y dueños de negocio en todo el mundo por casi una década Su mensaje es claro la diferencia entre tener una idea millonaria y realmente ser millonario es tu habilidad para vender tu idea concepto servicio o producto Ya sea que estés buscando trabajo reclutando un excelente equipo vendiendo un servicio incrementando tu capital o simplemente convenciéndote las ventas es tu habilidad número uno Vendedores Perros te ayudará a revelar las cinco habilidades simples pero críticas generadoras de ingresos que pueden explotar tu poder adquisitivo identificar tu raza de vendedor perro para aprovechar tus fortalezas y experimentar una alta efectividad superar cualquier miedo duda o negación que tengas acerca de las ventas cambiar radicalmente tu actitud en 30 segundos o menos para que estés en un nivel de confianza máximo en cualquier situación tener la habilidad de cambiar cualquier cosa sin importar con quién estés hablando adquirir las herramientas y tips necesarios para inspirar y dirigir a cualquier equipo de ventas ENGLISH DESCRIPTION The number one skill for any entrepreneur or business owner is the ability to sell Why Because sales income Yet many fail financially not because they do not have great ideas or even good work ethic but typically because they don't know how to refuse to be afraid to or don't think it is important to know how to sell SalesDogs was written as the very first of the Rich Dad Poor Dad how to Advisory series to teach in a very fun and impactful way how to overcome the fears the myths and the obstacles to selling your products services or yourself It then teaches a simple time proven process of selling that will generate great income in most any business The reader will learn the five most important selling skills to master how to overcome any objection manage a territory and much more The book quickly debunks the idea that you have to be an overly aggressive attack dog to be successful It uses the metaphor of man's best friend to say that a great sales person is like a loyal persistent and lovable canine It stipulates that there are five different breeds or personalities of SalesDogs that can each make a lot of money by playing to its strength You will learn how to identify maximize and train to that strength and also how to teach others on your team to do the same While the book is fun and engaging it also dives deep into the personal development issues that block a person's ability to generate income and how to overcome them The book is perfect for first time salespeople individuals who are uncomfortable with the notion of selling those who need to train others to sell and those who want to simply get better quicker **Books in Print Supplement** ,2002 Forthcoming Books Rose Arny,2001-06

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