



Ziglar on Selling: The Ultimate Handbook for the Complete Sales Professional

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Want to be on top in your sales career?

How do you succeed in the profession of selling?while also maintaining your sanity, avoiding ulcers and heart attacks, continuing in a good relationship with your spouse and children, meeting your financial obligations, and preparing for those "golden years,"?and still have a moment you can call your own?

Zig Ziglar shows you how, sharing information, direction, inspiration, laughter, and tears that will help you make the necessary choices for a *balanced* life?personal *and* professional.

Selling is a magnificently rewarding and exciting profession. It is, however, more than a career. It is a way of life?constantly changing and always demanding your best. In *Ziglar on Selling*, you'll discover the kind of person you *are* is the most essential facet in building a successful professional sales career. You've got to *be* before you can *do*.

"I will see you at the top?in the world of selling."?Zig Ziglar

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