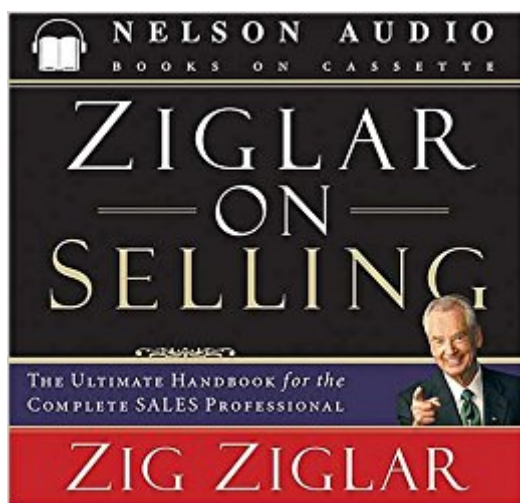


The book was found

Ziglar On Selling: The Ultimate Handbook For The Complete Sales Professional



Synopsis

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

Book Information

Audio CD

Publisher: Thomas Nelson; Abridged edition (August 7, 2003)

Language: English

ISBN-10: 0785262008

ISBN-13: 978-0785262008

Product Dimensions: 5 x 5.5 x 0.9 inches

Shipping Weight: 5.6 ounces

Average Customer Review: 4.7 out of 5 stars 52 customer reviews

Best Sellers Rank: #330,877 in Books (See Top 100 in Books) #8 in Books > Books on CD > Business > Sales #74 in Books > Books on CD > Business > Management #177 in Books > Books on CD > Business > General

Customer Reviews

Zig Ziglar, one of the most sought-after motivational speakers in the country, delivers his message of humor, hope, and enthusiasm to audiences throughout the world. He is chairman of the Zig Ziglar Corporation, whose mission is to equip people to more fully utilize their physical, mental, and spiritual resources. His client list includes thousands of small and mid-sized businesses, Fortune 500 companies, government agencies, churches, and nonprofit associations.

My Husband is in sales for a living and this is his bible. Zig Ziglar is AMAZING. I even enjoy listening to him! I have been in customer service for all my career and am always like, "yeah, Zig, see honey,

just like he said!" The only think I find distracting is his accent and tone of voice... but I am picky about accents... because I love them... Either way, if accents don't bother you then listen on! If not, then read it! But either way, this book is a must for anyone in the sales/retail industry!

Zig is one of the best selling coaches that there is. He talks about his wife " the redhead" in the book as they both use the techniques that he speaks on. You will learn about his childhood in Mississippi and how that has influenced his life. If you ever hear him speak he sounds like a preacher he is very good at voice inflection " I'm not sure that is the word". Zig has several books if you read one, the others will have the same info in them but you may learn some new stuff by reading his other books.If you are selling and read this book you will put to use the ideas and become a better salesperson.

This review is of the abridged CD version. Zig Ziglar is perhaps one of the most prolific and respected authors and speakers on the topic of sales and sales motivation. His homespun wisdom, easy going approach and tone and tenor make it a realtively easy listen - even though it is packed with info and Zig talks non-stop through three CD's. Covering topics from prospecting and closing to keeping yourself healthy (mentally as well as physically) on the road, the CD set covers the landscape. Every listen brings a couple more nuggets, and you know that Zig is generally on track. Worth the listen.

A must read to all sales people. Tip to readers: The writing style feels old many examples and analogies do not fit modern times, but bear through it and read on as principles are timeless.I especially love the fact that it does not only cover how to sell but also how to improve the home, our famoly and relationships, so that we won't be distracted and be more effective in selling.

I sell timeshare and because of Ziggy I make alot of money! I would highly recommend reading all of his material. He is also funny too!

A great book by the master of sales.

Zig has created a concise step by step, rung by rung, guide by which any person that truly wants to enter the arena of Selling can become successful.

An amazing audio cd for people who are in sales. It's very motivating and helps with teaching sales techniques to anyone. It came as described in a prompt manner. Thank you.

[Download to continue reading...](#)

Ziglar on Selling: The Ultimate Handbook for the Complete Sales Professional 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters. Selling to Multicultural Home Buyers (The Official New Home Sales Development System Series Volume 4 New Home Sales Strategies) Sales Audit: The Sales Manager's Playbook for Getting Control of the Selling Cycle and Improving Results The Complete Guide to Option Selling: How Selling Options Can Lead to Stellar Returns in Bull and Bear Markets, 3rd Edition (Professional Finance & Investment) ASAP Accelerated Sales Action Plan: Professional Sales Agent Version Selling Professional Services to the Fortune 500: How to Win in the Billion-Dollar Market of Strategy Consulting, Technology Solutions, and ... (Marketing/Sales/Advertising & Promotion) Selling 101: What Every Successful Sales Professional Needs to Know Smart Sales Manager: The Ultimate Playbook for Building and Running a High-Performance Inside Sales Team The Ultimate Sales Letter 4Th Edition: Attract New Customers. Boost your Sales. The Ultimate Sales Letter: Attract New Customers. Boost your Sales. The Sales Survival Handbook: Cold Calls, Commissions, and Caffeine Addiction--The Real Truth About Life in Sales Fanatical Prospecting: The Ultimate Guide for Starting Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, E-Mail, and Cold Calling Fanatical Prospecting: The Ultimate Guide to Opening Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, Email, Text, and Cold Calling Etsy: Ultimate Etsy Strategies For Selling Crafts Online (Etsy, Etsy SEO, Etsy business for beginners, Etsy selling Book 1) FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible: Best Selling Secrets Revealed: The FBA Selling Guide FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible - Best Selling Secrets Revealed: The FBA Selling ... , fulfillment by , fba Book 1) The Architect's Handbook of Professional Practice, Student Edition (Architecture Student's Handbook of Professional Practice) The Whole Library Handbook 5: Current Data, Professional Advice, and Curiosa About Libraries and Library Services (Whole Library Handbook: Current Data, Professional Advice, & Curios) CPT 2016 Professional Edition (Current Procedural Terminology, Professional Ed. (Spiral)) (Current Procedural Terminology (CPT) Professional)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)