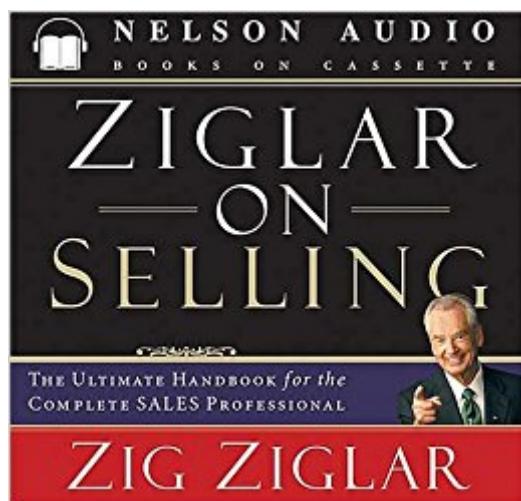


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# Ziglar On Selling: The Ultimate Handbook For The Complete Sales Professional



## **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**

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## **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 relatively 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 family and relationships, so that we won't be distracted and be more effective in selling.

I sell timeshare and because of Ziggy I make a lot 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 wi teaching sales techniques to anyone. It came as described in a prompt manner. Thank you.

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