

## Selling 101 Zig Ziglar

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Zig Ziglar, unlike other experts, presents a walkthrough that any newcomer in sales can easily follow. “Selling 101” gives instructions that would turn you into an indispensable member of your organization. Finding clients, overcoming “call reluctance” is only a small portion of the package deal. All examples are drawn from personal experiences and other stories that are suitable for the situation.

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Here in a short, compact and concise format is the basics of how to persuade more people more effectively, more ethically, and more often. Ziglar draws from his fundamental selling experiences and shows that while the fundamentals of selling may remain constant, sales people must continue learning, living, and looking: learning from the past without living there; living in the present by seizing each vital moment of every single day; and looking to the future with hope, optimism, and education.

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He's one of the most famous and influential sales teachers and has published several bestsellers, including Secrets of Closing the Sale and Selling 101. Everybody can always benefit from a little more Ziglar in their life, so here's a short list of some of his best and most relevant quotes. “Remember that failure is an event, not a person.

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