



Fanatical Prospecting

By Jeb Blount, Mike Weinberg

Hardback. Book Condition: New. Not Signed; Ditch the failed sales tactics, fill your pipeline, and crush your number Fanatical Prospecting gives salespeople, sales leaders, entrepreneurs, and executives a practical, eye-opening guide that clearly explains the why and how behind the most important activity in sales and business development prospecting. The brutal fact is the number one reason for failure in sales is an empty pipe and the root cause of an empty pipeline is the failure to consistently prospect. By ignoring the muscle of prospecting, many otherwise competent salespeople and sales organizations consistently underperform. Step by step, Jeb Blount outlines his innovative approach to prospecting that works for real people, in the real world, with real prospects. Learn how to keep the pipeline full of qualified opportunities and avoid debilitating sales slumps by leveraging a balanced prospecting methodology across multiple prospecting channels. This book reveals the secrets, techniques, and tips of top earners. You ll learn: * Why the 30-Day Rule is critical for keeping the pipeline full * Why understanding the Law of Replacement is the key to avoiding sales slumps * How to leverage the Law of Familiarity to reduce prospecting friction and avoid rejection * The 5...



READ ONLINE
[4.75 MB]

Reviews

The ebook is not difficult in read through easier to comprehend. Of course, it is perform, nonetheless an interesting and amazing literature. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- **Dr. Haylee Grimes PhD**

The publication is straightforward in study safer to recognize. It is writter in straightforward words and never hard to understand. Its been printed in an extremely straightforward way and it is just after i finished reading this book through which basically modified me, affect the way i think.

-- **Percy Bernhard**

Other Books



New KS2 English SAT Buster 10-Minute Tests: 2016 SATs & Beyond

Paperback. Book Condition: New. Not Signed; This is Book 2 of CGP's SAT Buster 10-Minute Tests for KS2 Grammar, Punctuation & Spelling - it's a brilliant way to introduce English SATS preparation in bite-sized chunks. Each set of quick tests is packed...



Tinga Tinga Tales: Why Lion Roars - Read it Yourself with Ladybird

Paperback. Book Condition: New. Not Signed; This is a Tinga Tinga tale inspired by traditional stories from Africa. Lion is king of Tinga Tinga but he can't roar! Can his friend Flea help Lion to find his roar and behave more like...



First Fairy Tales

Board book. Book Condition: New. Not Signed; This is a traditional story that is retold in rhyme in this chunky padded boardbook. When a couple of tailors offer to make a suit from material so wondrous that only clever people can see...



NIV Soul Survivor New Testament in One Year

Paperback. Book Condition: New. Not Signed; 'The whole Bible, in just one year? You've got to be kidding.' Don't panic! How about just the New Testament to start off with? Take thousands of young people all committed to reading the word together...



The Princess and the Frog - Read it Yourself with Ladybird

Paperback. Book Condition: New. Not Signed; A kind frog helps a princess and she makes him a promise. What happens when the king tells her that she has keep her promise? Read it yourself with Ladybird is one of Ladybird's best-selling reading...



The Kid

Paperback. Book Condition: New. Not Signed; Winky thought he'd seen everything in Wyoming Territory: rustlers, hangings, shoot-outs, cattle standing frozen stiff in the snow. Then into town one lazy day rode a long-haired kid and a colossal African mute. They were met...