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The Miracle Morning for Salespeople: The Fastest Way to Take Your SELF and Your SALES to the Next Level (The Miracle Morning Book Series) (Volume 3)

Hal Elrod, Ryan Snow, Honoree Corder

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There are countless books written for salespeople about various sales techniques: prospecting, generating leads, building rapport, handling objections, closing the sale, collecting referrals, and providing excellent customer service. The list goes on and on. This is not one of those books. Most salespeople use these techniques daily, yet the majority still fail to achieve the results they want. So, what is the difference between "average" performers and the top 1% in your company or industry? Which strategies, mindsets, rituals, practices and systems do the top 1% maintain daily that got them to the top and continues to keep them there? The more you study the world’s top salespeople, in any industry, the more you realize that their success is a result of who they are more than merely what they do. Thus, logic would have it that if you want to take your SALES to the next level, you must first figure out how to take your SELF to the next level (because it only happens in that order). That's exactly what this book will help you do, and faster than you ever realized is possible.

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