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JEFFREY GITOMER is a

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(September 2017) Jeffrey  
Gitomer (born February  
11, 1946 in West Palm  
Beach, Florida) is an  
American author,  
professional speaker, and



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business trainer, who  
writes and lectures  
internationally on sales,  
customer loyalty, and  
personal development.  
He lives with his wife  
Jennifer Gluckow in  
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**KING OF SALES**, The author of thirteen best-selling books including *The Sales Bible*, *The Little Red Book of Selling*, and *The Little Gold Book of Yes! Attitude*. His real-world ideas and content are also available as online courses at [www.CustomerLearningAcademy.com](http://www.CustomerLearningAcademy.com).

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has created a real-world,  
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techniques for initiating,  
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a sales presentation.

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eminently successful  
author of sales books,  
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branding and  
positioning. Millions  
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Jennifer Gluckow discuss  
the art and science of  
selling with the top  
leaders in sales, business,

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Gitomer and Jennifer  
Gluckow on ...

Sales guru Jeffrey

Gitomer introduces

“ manifesto selling, ”  
which he says he

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designed to fit 21st-century buyers' preferences. After describing and debunking what he sees as the myths of traditional sales, he explains that instead of pitching prospects, manifesto sellers provide great ideas.

Jeffrey Gitomer's Sales  
Manifesto Free Review

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### Unbreakable

There are universal laws  
of selling that determine  
whether you succeed, or  
don ' t succeed —  
whether you earn enough  
to enjoy the lifestyle you  
want or struggle to make  
ends meet. When you  
align the wind with your

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Jeffrey Gitomer  
sails, you move  
effortlessly across the  
water. When your sails  
are out of alignment, you  
flounder and go  
nowhere. If you align  
your thinking and  
actions with these  
powerful laws of selling,  
you will be more effective  
and efficient. You will  
encounter less friction,  
require less energy, and  
get bigger results faster.



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Here's a sampling of  
Jeffrey's 21.5 Laws of  
Selling: • Deliver Value  
First • Ask Before  
Telling • Communicate  
in Terms of Them •  
Become Your Own  
Brand • Earn Referrals  
and Testimonials without  
Asking • Create Loyal  
Customers These 21.5  
Laws are the rock  
foundation of selling.  
They may be invisible but

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they are undeniable —  
and unbreakable. If  
you're just getting started  
in selling, you will find  
the Laws invaluable.

Whether or not you learn  
them and follow them  
will make or break your  
career. If you 've been  
in sales for a while, you  
will find yourself saying,  
"I haven ' t been doing  
that." "I knew that! How  
did forget?" When we

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break the Laws we pay  
the price. Our sales  
suffer. Our bank account  
takes a hit. It ' s an effort  
to get out of bed and  
make a sales call, to do  
our best work — work  
that is aligned with the  
Laws. Use Jeffrey ' s  
Laws of Selling to  
recharge your  
enthusiasm and redirect  
your actions back to what  
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Gitomer's bestselling  
classic, The Sales Bible,  
has been updated and  
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edition, offering you the ultimate sales methods and strategies that really work — every day, in real-world selling situations.

With over 200,000 copies of the previous editions sold, The Sales Bible was listed as one of "The Ten Books Every Salesperson Should Own and Read"

by the Dale Carnegie Sales Advantage Program. Jeffrey

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Gitomer's column, "Sales Moves," and blog, "SalesBlog.com" are read by more than four million people every week. His customers include Coca-Cola, BMW, Kimpton Hotels, Hilton, Wells Fargo Bank, IBM, Enterprise Rent-A-Car, Hewlett Packard, and hundreds of others. The Sales Bible is your personal, trusted,

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authoritative resource to  
reach your sales potential  
and shine like a star.

Accept no substitutes.

Here are a few highlights:

The 10.5

Commandments of  
Selling Generate leads

and close sales in any  
market environment

Find 25 proven ways to  
set hard-to-get

appointments Use top-  
down selling to fill your

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sales pipeline with  
prospects who are ready  
to buy now Ask the right  
questions to make more  
sales in half the time How  
to use the top social  
media platforms to create  
inbound leads and prove  
value The Sales Bible has  
helped tens of thousands  
of salespeople all over the  
world reach their  
potential and close the  
deal — and it can help



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you. So what are you  
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fully integrated game  
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questions, offering  
information on topics  
including personal  
improvement,  
competition, skill  
building, customer  
relations, ethics,  
networking, and problem  
solving.

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Teaches how to unlock  
the power of persuasion,  
including how to tell a  
story in a compelling and

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compassionate manner,  
how to inject humor in  
the persuasive process,  
and how to engage the  
audience to sell one's  
point of view.

Master the art of closing  
with this authoritative  
guide to powerhouse  
sales The Very Little but  
Very Powerful Book on  
Closing teaches you how  
to close sales—simple as

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that. This book is packed with information that has the power to change your perspective, and to strengthen your ability to build relationships, forge new partnerships, and close sales at the prices you want. As an essential element of every sales professional's toolkit, this powerful guide will help you discover how to ask the right questions and

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create a sense of urgency that prospects cannot ignore. Closing sales is what makes a business a success; no matter how wonderful your products and services, your business is not going to succeed if you don't have the ability to close the sales that will drive your company to the top of its industry. Even more motivating is the fact that

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closing sales—and  
driving the success of  
your business—also  
increases your personal  
accomplishment in the  
financial arena. Change  
your perspective to  
enhance your closing  
ability Learn to build  
relationships and forge  
key partnerships Identify  
the questions you need to  
ask in order to  
understand the purchase

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drivers influencing your  
clients' decisions

Develop a winning sales  
formula Sales 215

professionals face  
competition at every  
turn. Whether you're  
trying to win a new

account or are retaining  
key clients, closing is an  
essential aspect of the

sales process—one that  
you must understand  
and execute in order to

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keep your numbers  
high. The Very Little but  
Very Powerful Book on  
Closing is the resource  
you need to take your  
closing skills to the next  
level.

Every person in the  
universe wants to hear  
YES! Every business and  
sales winner wants to  
hear one word: YES!  
Having and maintaining



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a YES! Attitude that's powerful enough to help anyone achieve the impossible is possible.

When you've got a YES! Attitude, you assume everything will start with "YES!" ...and you'll find a way to "YES!" even when the first, second, and third answer you hear is "NO!" You say you weren't born with a YES! Attitude? No problem!

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Jeffrey Gitomer will give you all the tools you need to build one and maintain it for a lifetime.

As the world's #1 expert in selling (and the author of the best-sellers Little Red Book of Selling and The Sales Bible), Gitomer knows more about attitude than anyone alive today. Now he's brought those lessons together in a book you

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can read in one sitting... a book that'll change your life! What makes this book for you? It's not just "inspiration": it's a complete, step-by-step, fully-integrated game plan for understanding and mastering your attitude. You'll learn the 7.5 specific things you can do to maintain your intensity, drive, and commitment... discover

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20.5 "attitude gems" that capture the value of thousands of dollars of books and courses...

learn how to overcome the 10.5 most dangerous "attitude busters"... then learn how to maintain your YES! Attitude every day, for the rest of your life! Don't just read this book once: study it, live it -- and win.

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