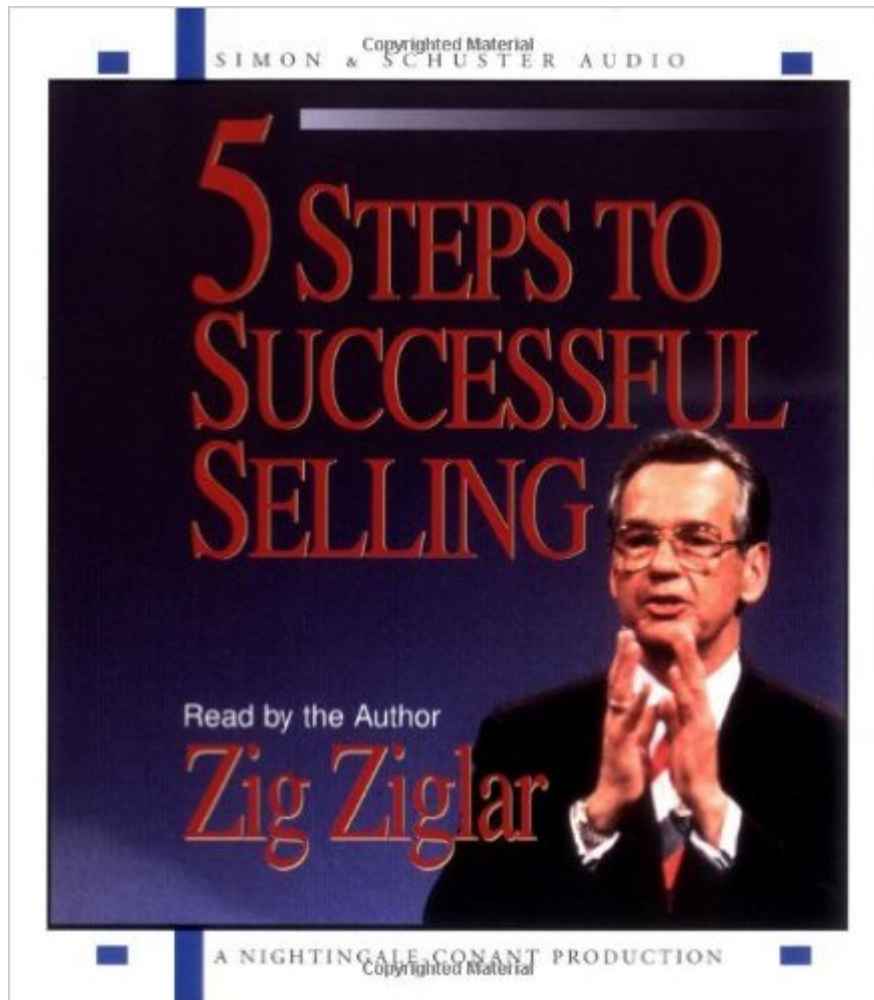


The book was found

# 5 Steps To Successful Selling



## Synopsis

SALES SUCCESS CAN BE YOURS WITH ZIG ZIGLAR'S 5 STEPS TO SUCCESSFUL SELLING  
GREAT SALESPeOPLE ARE MADE, NOT BORN You've heard about "natural-born salespeople" -- those super salespeople who seem to perform intuitively and succeed effortlessly. In 5 Steps to Successful Selling, Zig Ziglar shows you that those success stories result from study and observation rather than inborn talent. They are the result of mastering the art of selling. Now you can master those techniques and perfect your own selling skills -- skills that will take you from being a good salesperson to being the best. A super salesman himself, Zig Ziglar draws on his many years of experience to define and explain the keys to successful selling: Prospecting: identifying who can and will buy Presenting: knowing the product and showing it effectively Closing: winning the sale Follow-up: maintaining customer contact Positive self-image: the foundation of success in selling After learning the 5 Steps to Successful Selling -- whether you are a beginner or a seasoned veteran -- you can't help but come away a better salesperson.

## Book Information

Audio CD

Publisher: Simon & Schuster Audio/Nightingale-Conant; Adapted edition (August 1, 1995)

Language: English

ISBN-10: 0743520718

ISBN-13: 978-0743520713

Product Dimensions: 4.9 x 0.4 x 5.8 inches

Shipping Weight: 3.2 ounces (View shipping rates and policies)

Average Customer Review: 4.3 out of 5 stars See all reviews (31 customer reviews)

Best Sellers Rank: #169,423 in Books (See Top 100 in Books) #11 in Books > Books on CD > Business > Sales #111 in Books > Books on CD > Business > General #212 in Books > Books on CD > Health, Mind & Body > Self Help

## Customer Reviews

I have the audio cassette version, and i must admit this is one of Zigs best audio programs. The first part of the tape or cd talks about Self Image, then it goes on the Prospecting, and then other areas of sales. Dont waste your money on any of Ziglars other tapes, if you want an audio program which will benefit all areas of your life, this is the one. We are all in sales, you sell yourself in an interview when trying to land that job you want, you sell yourself to that guy or girl that you want to ask out on a date. We are all in sales. Just a little note, these audio programs were done quite a few years

ago, and now they have been put onto Cd's, if only it were made available on cd in the first place, because i ended up buying the cd version and giving the cassette version to my friend. Another way to generate sales. I hope you enjoy this program, its the only one you need to succeed.

Ziglar will make you laugh with his lighthearted humor, and you'll cry because you didn't get this sooner. Anyone who does any type of selling will benefit from listening to this book. Not only does he provide a lot of useful information but Zigler delivers it in way way that will definitely keep you awake and listening to the very end. Personally I think much of the information is helpful to not only sales people but anyone who wants to improve their "people skills". If you've thought about buying this before don't hesitate one moment longer. Grab it now!

Zig gets to the root of what makes a successful sale happen. He narrows down to the basics and practicalities of things people should look for regardless of what sale you are doing. Exciting and energetic Zig Ziglar is exciting to listen to and provides some good tips for people to watch out for when making a sale.

Anything the Zig Zigler put out during the time he was living is well worth the time and money. He had a great sense of humor and method of selling that will out last any sales gimmick. All of his tapes and books are excellent reads or listening to as you drive. You will grow personally and professionally through his teaching. When I lecture and or present leadership development, I use Zig and John Maxwell for emphasis.

No matter what you do in life, we all sell something all the time. This guy grew up a kid in his uncle's hardware store where he learned people don't buy a certain size drill because they need a drill, they need a hole. Ziglar makes selling fun, and profitable. Claudia Strasbaugh

His presentation is always beautiful and he expounds so well. Very good for your home library

Wow, wow, wow! If you are in sales, this little cassette will save you money, time, and energy. This is a must have for all sales people. If you are a sales professional and dont have this little gem, I dont think you are serious about your sales!

I have listened to this CD three times and I hear something every time that I missed the first time.

I've been incorporating some of these principles in my sales techniques and as well as when I've taught my classes. I'm looking forward to learning more from Zig.

[Download to continue reading...](#)

Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) eCommerce MasterPlan 1.8: Your 3 Steps to Successful Online Selling 5 Steps To Successful Selling Starting a Nonprofit: 10 Proven Steps to Creating your First Successful Nonprofit Organization (Successful NPO, Starting a Nonprofit, Charity, Nonprofit Startup, How to Start a Nonprofit) The Advanced Selling Skills Series (Advanced Action Selling Book Series, Four-Book) The Complete Guide to Option Selling: How Selling Options Can Lead to Stellar Returns in Bull and Bear Markets, 3rd Edition eBay: Find All You Need To Sell on eBay and Build a Profitable Business From Scratch, Step-By-Step (eBay, eBay Selling, eBay Business, Dropshipping, eBay Buying, Selling on eBay) Jewelry Making & Etsy Business Box Set: Jewelry Making Instructions and Useful Tips to Guide You Through How to Start Your Etsy Business (Jewelry Making ... Selling Etsy, Etsy Selling Success) How To Sell Used Books On : The Home Based Bookstore - Make A Passive Income By Selling Old Books On (Passive Income, Selling Books On , Home-Based Bookstore) Thrift Store: How to Earn \$3000+ Every Month Selling Easy to Find Items From Thrift Stores, Garage Sales, and Flea Markets ( FBA - Selling on Ebay ... Online - Etsy Business - Work From Home) Selling to the C-Suite: What Every Executive Wants You to Know About Successfully Selling to the Top Selling to Procurement: 7 Secrets to Decoding Procurement for Smarter B2B Selling and Negotiating Etsy: Ultimate Etsy Strategies For Selling Crafts Online (Etsy, Etsy SEO, Etsy business for beginners, Etsy selling Book 1) Unlabel: Selling You Without Selling Out Making Money at Home: Methods to Make Money with Drawing Portraits: How I Made More than \$50,000 Selling Art Online and Offline (Ways to Make Money with Art, Selling Drawings) FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Amazon Bible: Best Selling Secrets Revealed: The FBA Selling Guide FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Amazon Bible - Best Selling Secrets Revealed: The FBA Selling ... , fulfillment by , fba Book 1) "Starving" to Successful: The Fine Artist's Guide to Getting Into Galleries and Selling More Art Successful Telephone Selling in the '90s You Can't Teach a Kid to Ride a Bike at a Seminar : The Sandler Sales Institute's 7-Step System for Successful Selling

[Dmca](#)