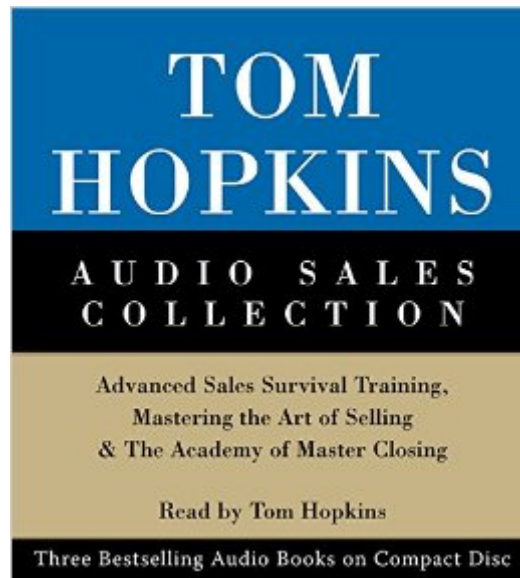


The book was found

Tom Hopkins Audio Sales Collection



Synopsis

This collection includes three of Tom Hopkins' most successful audio books: Mastering the Art of Selling is a classic "whether you're a seasoned pro or just starting out, Mastering the Art of Selling's five essential steps to selling are guaranteed to give you the edge you need to excel. The Academy of Master Closing covers the most crucial aspect of selling: closing the sale. This power-packed audio gives you the same secret closing techniques that Tom Hopkins teaches in his overwhelmingly successful seminars. Advanced Sales Survival Training shows how to relieve stress, communicate better with your clients, restore balance to your career, and enjoy yourself as you are on your way to increasing your overall effectiveness, and your profits!

Book Information

Audio CD

Publisher: HarperAudio; Abridged edition (August 20, 2002)

Language: English

ISBN-10: 006051471X

ISBN-13: 978-0060514716

Product Dimensions: 0.2 x 5.5 x 5.5 inches

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

Average Customer Review: 4.3 out of 5 stars [See all reviews](#) (97 customer reviews)

Best Sellers Rank: #18,021 in Books (See Top 100 in Books) [#1 in Books > Books on CD >](#)

[Business > Sales](#) [#7 in Books > Books on CD > Business > General](#) [#9 in Books > Books on CD > General](#)

Customer Reviews

So I was new in sales when I first bought this three-CD set, a little frustrated at the training I wasn't receiving through my firm, and always a student of those who seem to have made it. Tom's teachings have, in a word, been a major leg that I've stood on in my first year in the business, and this CD set is worth its weight in gold. The other leg I stood on was, plain and simple, lots of hard work. As Tom (and Ziglar before him says) "Selling is the highest paid hard work, and the lowest paid easy work" around. While the first CD - a summary of his bestselling book by the same name - was narrated in a voice that Suze Orman seems to have mimicked to mastery - from the very beginning when he describes what kinds of words we ought to use in sales, I learned things that seasoned pros only whisper in corners lest the secret get out. The first CD is the kind of CD I try to listen to once a week to make sure I don't lose sight of the fundamentals, and each and every

phrase seems to impart something new each time I listen to it. The second CD was the most useful after about four months in the business - basically a primer on how to survive the myriad stresses in selling. I discovered almost immediately that there are areas of the business that will eat at you like acid unless you are a) aware of them and b) have a sense about how to handle them. While I would like to learn more at this point than the second CD provides, it always (like the first one) keeps me on track with the stresses that ruin selling careers. Truth be told, I listen to this one the most on a regular basis, as it helps remind me of the things I go through every day, and naming something always makes it less powerful.

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

Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips, sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) Tom Sawyer Box Set: The Adventures of Tom Sawyer; Tom Sawyer Abroad; and Tom Sawyer, Detective (Blackstone Audio Classic Collection) Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) Tom Hopkins Audio Sales Collection Johns Hopkins Nursing Evidence Based Practice Model and Guidelines (Second Edition) (Dearholt, John Hopkins Nursing Evidence-Based Practice Model and Guidelines (previous) Follow Up and Following Through in Car Sales - Salesperson and Sales Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) Tom Jones: The History of Tom Jones, a Foundling Tommy's Honor: The Story of Old Tom Morris and Young Tom Morris, Golf's Founding Father and Son Sales Success: Motivation From Today's Top Sales Coaches (Audio Success) The Adventures of Tom Sawyer (Classic Collection (Brilliance Audio)) Tom Clancy's Op-Center: Defending Freedom Collection (Defending Freedom Collection) The Sales Development Playbook: Build Repeatable Pipeline and Accelerate Growth with Inside Sales Vacation Ownership Sales Training: The One-on-One Successful Training Guide for the First Year of Timeshare Sales ASAP Accelerated Sales Action Plan: Professional Sales Agent Version Life Insurance Sales Ammo: What To Say In Every Life Insurance Sales Situation The Sales Playbook: for Hyper Sales Growth Technical Sales Tips: Time Tested Advice for Sales Engineers, Technical Account Managers and Systems Consultants Stephan Schiffman's Telesales: America's #1 Corporate Sales Trainer Shows You How to Boost Your Phone Sales 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters. Smart Sales Manager: The Ultimate Playbook for Building and Running a High-Performance Inside Sales Team

