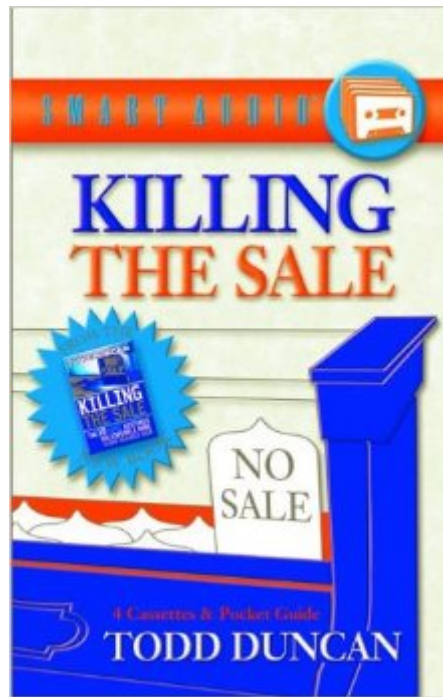


The book was found

# Killing The Sale (Smart Tapes Series)



## Synopsis

# DISCS: 4LENGTH: 004:04:00Wall Street Journal and Business Week best-selling author, Todd Duncan reveals the 10 most deadly mistakes salespeople make, and offers insight on how to avoid them.

## Book Information

Series: Smart Tapes Series

Audio CD

Publisher: Oasis Audio; Abridged edition (April 1, 2004)

Language: English

ISBN-10: 1589266617

ISBN-13: 978-1589266612

Product Dimensions: 5.1 x 5.6 x 1 inches

Shipping Weight: 7.5 ounces

Average Customer Review: 4.8 out of 5 stars [See all reviews](#) (4 customer reviews)

Best Sellers Rank: #990,601 in Books (See Top 100 in Books) #60 in [Books > Books on CD > Business > Sales](#) #707 in [Books > Books on CD > Business > General](#) #1881 in [Books > Books on CD > General](#)

## Customer Reviews

Instead of writing a sales how-to book, sales guru Todd Duncan has taken a slightly different tack and written a what-not-to-do book. He identifies the 10 most common fatal mistakes salespeople make every day in every business. These oft-overlooked errors in approach and strategy can chase away sales and, in the worst cases, destroy careers. Duncan explains how common blunders such as asking for the sale before establishing a connection ("begging") or failing to ask questions to ascertain your client's needs ("arguing") often kill the sale. If you've read even a few books about sales techniques in the last decade, you are familiar with much of what Duncan preaches. In fact, he has addressed the topic in other ways in his previous books, but his sales advice is solid. We believe it will be helpful to the sales neophyte, and can serve as a handy refresher for experienced salespeople.

This book is as funny as it is true. If you've spent any time selling, you'll find yourself giggling in one moment and slapping yourself on the forehead in the next. Duncan's anecdotes and admonitions ring true and his advice is generally simple to implement. Worth the read.

Great lessons for any salesperson. Your team should read this book to ensure they are on top of their game.

Great Book for salespeople. I learned a lot from it.

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

Killing the Sale (Smart Tapes Series) Fat Witch Bake Sale: 67 Recipes from the Beloved Fat Witch Bakery for Your Next Bake Sale or Party Killing Lincoln/Killing Kennedy Boxed Set (Slp) Weaving Shaker Rugs: Traditional Techniques to Create Beautiful Reproduction Rugs and Tapes The Smith Tapes: Lost Interviews with Rock Stars & Icons 1969-1972 Taking Charge: The Johnson White House Tapes, 1963-1964 Pete Seeger Banjo Pack: Includes How to Play the 5-String Banjo book and How to Play the 5-String Banjo DVD (Homespun Tapes) Buon Natale: Learning Songs & Traditions in Italian (Christmas) Teach Me Tapes (Italian and English Edition) JFK: The Kennedy Tapes, Vol. II Smart About the Fifty States (Smart About History) A Smart Girl's Guide: Cooking: How to Make Food for Your Friends, Your Family & Yourself (Smart Girl's Guides) A Smart Girl's Guide: Middle School (Revised): Everything You Need to Know About Juggling More Homework, More Teachers, and More Friends! (Smart Girl's Guides) Smart About the Presidents (Smart About History) Smart About Chocolate: A Sweet History (Smart About History) Smart Girls, Smart Choices: Avoiding the 10 Biggest Mistakes Young Women Make SEO 2016 Learn Search Engine Optimization With Smart Internet Marketing Strategies: Learn SEO with smart internet marketing strategies Smart Guide: Garages & Carports (Smart Guide (Creative Homeowner)) The Smart Guide to United States Visas (Smart Guides) The Smart Guide to the Perfect Job Interview (Smart Guides) Are We Smart Enough to Know How Smart Animals Are?

[Dmca](#)