

## The Ultimate Sales Machine

Master the art of wealth building, and make money the way millionaires do! There are only two things millionaires have that you don't: wealth and the knowledge to build wealth. But that's all about to change. Thanks to "Millionaire Maker" Loral Langemeier, you can develop the same financial intelligence that millionaires use to create, grow, and sustain their fortunes. Regardless of your income—and in as little as one year—the exclusive wealth-building method in *The Millionaire Maker* can have you generating enough money to Quit your job and start doing the things you love Control and then eliminate your debt no matter how much you owe Live your life on your schedule—instead of your employer's Loral Langemeier has already shown thousands of people how to tailor her proven wealth-building program to their individual needs, no matter what their financial condition—and she can do it for you too. As a hardworking single mom, Loral developed a process of transforming her income into assets, and assets into income that in turn created even more assets—something she calls the Wealth Cycle. Using her program, you'll learn how to build your own continually growing cycle of wealth by Engaging in business ventures that generate passive income Substantially decreasing your tax burden Forming trusts, corporations, and

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partnerships to protect your assets and create a nonstop revenue stream You'll also gain free access to many of the resources and investment advisors previously available only to those who sign up for Loral's world-famous Live Out Loud ([www.liveoutloud.com](http://www.liveoutloud.com)) seminars and workshops. To live the life you've always wanted, all you need is a sincere commitment to building wealth and a proven system to make it happen—which you'll find only in *The Millionaire Maker*. From the incomparable Emmy, Grammy, and Tony Award winner, a powerful and revealing autobiography about race, sexuality, art, and healing It's easy to be yourself when who and what you are is in vogue. But growing up Black and gay in America has never been easy. Before Billy Porter was slaying red carpets and giving an iconic Emmy-winning performance in the celebrated TV show *Pose*; before he was the groundbreaking Tony and Grammy Award-winning star of Broadway's *Kinky Boots*; and before he was an acclaimed recording artist, actor, playwright, director, and all-around legend, Porter was a young boy in Pittsburgh who was seen as different, who didn't fit in. At five years old, Porter was sent to therapy to "fix" his effeminacy. He was endlessly bullied at school, sexually abused by his stepfather, and criticized at his church. Porter came of age in a world where simply being himself was a constant struggle. Billy Porter's *Unprotected* is the life story of a singular artist and survivor in his own words. It is

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the story of a boy whose talent and courage opened doors for him, but only a crack. It is the story of a teenager discovering himself, learning his voice and his craft amidst deep trauma. And it is the story of a young man whose unbreakable determination led him through countless hard times to where he is now; a proud icon who refuses to back down or hide. Porter is a multitalented, multifaceted treasure at the top of his game, and *Unprotected* is a resonant, inspirational story of trauma and healing, shot through with his singular voice.

**CHANGE YOUR MATH CHANGE YOUR BUSINESS CHANGE YOUR LIFE**

*Almost Alchemy* challenges your existing beliefs and self-imposed limitations--forcing you to re-imagine, reinvent, and reorganize your business to achieve and exceed goals in a systematic and sustainable way. In this radical new book, Dan Kennedy destroys the myth that "Knowledge is Power" by exposing 20 different proven strategies to ensure business sustainability and maximize wealth extraction. It is thought-provoking, cage-rattling and mind blowing all in one. *Alchemy* isn't writing slightly better copy or tweaking your marketing to take advantage of some new media or some other hot trend.

Instead, it's about reinventing the way you think about your business, recognizing the "brutal realities" that few dare to embrace or refuse to even recognize... and turning information into **ACTION** and **PROFIT**. In its mythical context, *Alchemy*

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was about one thing and one thing only: transforming ordinary metals into gold. And like thousands of others, you may start this book thinking you're in an ordinary business and finish realizing you instead have a different, bigger, better, more valuable one.

"A classic."—Jay Conrad Levinson, author of *Guerrilla Marketing* Chet Holmes has been called "one of the top 20 change experts in the country." His advice starts with one simple concept: focus! Instead of trying to master four thousand strategies to improve your business, zero in on the few essential skill areas that make the big difference—and practice them over and over with pigheaded discipline. *The Ultimate Sales Machine* shows you how to tune up and soup up virtually every part of your business by spending just an hour per week on each impact area you want to improve. Like a tennis player who hits nothing but backhands for a few hours a week to perfect his game, you can systematically improve each key area. With his real-life examples and a trademark tell-it-like-it-is style, Holmes offers proven strategies for:

- Management: Teach your people how to work smarter, not harder
- Marketing: Get more bang from your Web site, advertising, trade shows, and public relations
- Sales: Perfect every sales interaction by working on sales, not just in sales

*The Ultimate Sales Machine* will put you and your company on a path to success and help you stay there!

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In his first work of narrative nonfiction, Matthew Pearl, bestselling author of acclaimed novel *The Dante Club*, explores the little-known true story of the kidnapping of legendary pioneer Daniel Boone's daughter and the dramatic aftermath that rippled across the nation. On a quiet midsummer day in 1776, weeks after the signing of the Declaration of Independence, thirteen-year-old Jemima Boone and her friends Betsy and Fanny Callaway disappear near the Kentucky settlement of Boonesboro, the echoes of their faraway screams lingering on the air. A Cherokee-Shawnee raiding party has taken the girls as the latest salvo in the blood feud between American Indians and the colonial settlers who have decimated native lands and resources. Hanging Maw, the raiders' leader, recognizes one of the captives as Jemima Boone, daughter of Kentucky's most influential pioneers, and realizes she could be a valuable pawn in the battle to drive the colonists out of the contested Kentucky territory for good. With Daniel Boone and his posse in pursuit, Hanging Maw devises a plan that could ultimately bring greater peace both to the tribes and the colonists. But after the girls find clever ways to create a trail of clues, the raiding party is ambushed by Boone and the rescuers in a battle with reverberations that nobody could predict. As Matthew Pearl reveals, the exciting story of Jemima Boone's kidnapping vividly illuminates the early days of America's westward expansion, and the

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violent and tragic clashes across cultural lines that ensue. In this enthralling narrative in the tradition of Candice Millard and David Grann, Matthew Pearl unearths a forgotten and dramatic series of events from early in the Revolutionary War that opens a window into America's transition from colony to nation, with the heavy moral costs incurred amid shocking new alliances and betrayals.

True or false? In selling high-value products or services: 'closing' increases your chance of success; it is essential to describe the benefits of your product or service to the customer; objection handling is an important skill; open questions are more effective than closed questions. All false, says this provocative book. Neil Rackham and his team studied more than 35,000 sales calls made by 10,000 sales people in 23 countries over 12 years. Their findings revealed that many of the methods developed for selling low-value goods just don't work for major sales. Rackham went on to introduce his SPIN-Selling method. SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in many of today's leading companies with dramatic improvements to their sales performance. If you want to know, step by step, how to quickly, easily, and smoothly walk

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anyone from being a skeptical prospect to a happy customer that refers you friends, family, and colleagues...then you want to read this book. Here's the deal: Selling is, at its core, isn't a patchwork of cheesy closing techniques, annoying high-pressure tactics, or gimmicky rebuttals. True salesmanship follows very specific laws, has very specific steps and stages, and leaves a customer feeling happy and helped. It's honest, respectful, enlightening, friendly, and done with real care. It's the type of selling that wins you not only customers, but fans. Not coincidentally, this is the type of selling that truly great salespeople have mastered. This is the type of selling that keeps pipelines full and moving, and that builds a strong, loyal customer base that continues to give back to you in the form of customer loyalty, reorders, and referrals. Well, that's what this book is all about. It will give you a crystal-clear picture of the exact steps that every sale must move through and why, and how to methodically take any prospect through each, and eventually to the close. And how to do it with integrity and pride. In this book, you'll learn things like... The eight precise steps of every sale. Leave any out, and you will struggle. Use them all correctly, and you will be able to close unlimited sales. The true purpose of the presentation and the crucial, often-missing steps that need to be taken first. If you're making the same presentation mistakes as most other salespeople, this chapter alone could double your sales.

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How to easily discover which prospects can use and pay for your product/service, and which can't. Time is your most valuable commodity as a salesperson, and if wasted, it costs you money. Know exactly when it's time to go for a close, and know how to smoothly create an abundance of closing opportunities. This is the hallmark of every master closer. Learn it, use it, and profit. Why it's a myth that you need to know multiple ways to close deals. Learn this one, simple method, and you'll be able to use it to close all of your sales. Simple formulas to turn any objection into a closing opportunity. Use them and never fear hearing a prospect's objection ever again. And a whole lot more! This is more than a just a book, really. It's a step-by-step sales training course. Each chapter ends with precise exercises that will help you master each technique taught and each step of the sales process. If you are new to sales, make this book the first one you read, and you will greatly increase your chances for quick success. If you are a seasoned veteran and are looking for ways to improve your numbers, this book will help you make your sales goals a reality. **SPECIAL BONUS FOR READERS!** With this book you'll also get a free "Road Map" from the author that lays out, in a PDF chart, every step and key principles taught in the book. Print it out and keep it handy because it makes for a great "cheat sheet" to use while selling, or just to refresh on what you've learned. Scroll up, click the "Buy" button now, learn the

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secrets of master closers, and use them to immediately improve your numbers! Whether you're thinking about starting a new business or growing an existing one, Ready, Fire, Aim has what you need to succeed in your entrepreneurial endeavors. In it, self-made multimillionaire and bestselling author Masterson shares the knowledge he has gained from creating and expanding numerous businesses and outlines a focused strategy for guiding a small business through the four stages of entrepreneurial growth. Along the way, Masterson teaches you the different skills needed in order to excel in this dynamic environment.

The Ultimate Sales Machine: Turbocharge Your Business with Relentless Focus on 12 Key Strategies by Chet Holmes (2007) is a crash course in increasing the performance of the profit-generating division of any company. Many companies attempt to improve their sales operations by trying a variety of strategies... Purchase this in-depth summary to learn more. Every salesperson's road map to superstar success!

Peopled by larger-than-life heroes and villains, charged with towering questions of good and evil, Atlas Shrugged is Ayn Rand's magnum opus: a philosophical revolution told in the form of an action thriller—nominated as one of America's best-loved novels by PBS's The Great American Read. Who is John Galt? When he says that he will stop the motor of the world, is he a destroyer or a liberator? Why does he have to fight his battles not against his enemies but against those who need him most? Why does he fight his hardest battle against the woman he loves? You will know the answer to these questions when you discover the reason behind the

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baffling events that play havoc with the lives of the amazing men and women in this book. You will discover why a productive genius becomes a worthless playboy...why a great steel industrialist is working for his own destruction...why a composer gives up his career on the night of his triumph...why a beautiful woman who runs a transcontinental railroad falls in love with the man she has sworn to kill. Atlas Shrugged, a modern classic and Rand's most extensive statement of Objectivism—her groundbreaking philosophy—offers the reader the spectacle of human greatness, depicted with all the poetry and power of one of the twentieth century's leading artists.

Don't fall for the trap--there is no single "secret" to finding untold sales success. If there were, with the countless number of salespeople who have trekked their way through the intimidating jungle of sales across dozens of industries over the years, at least one of them would've spilled the beans and everyone in sales would be enjoying ridiculous amounts of success. So no, there is no secret to sales. But there is a set of consistently successful selling techniques that most companies don't teach their salespeople, and which most entrepreneurs and independent sales pros think they don't have time to learn. But some things in life are too important to not take the time to learn, and this is certainly one of them! In Unlimited Sales Success, readers will discover practical, time-tested principles that can be learned and utilized by anyone, including:

- The psychology of selling: your own mindset is just as important as your customer's
- Personal sales planning and time management: whether you work for yourself or someone else, great planning equals great success
- Prospecting power: get more and better appointments
- Consultative and relationship selling: position yourself as a partner with the account
- Identifying needs accurately: you'll know how to arouse their interest and overcome

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objections • Influencing customer behavior: learn what triggers quick buying decisions • Closing the sale: the five best methods ever discovered • And more Loaded with eye-popping facts, extremely beneficial exercises, and exhilarating stories of great selling techniques in action, Unlimited Sales Success will provide for you a use-it-now approach that will set you up for becoming a top sales professional in your industry today.

In this groundbreaking book, Sabri Suby, the founder of Australia's #1 fastest growing digital marketing agency, reveals his exclusive step-by-step formula for growing the sales of any business, in any market or niche! The 8 phase 'secret selling system' detailed in this book has been deployed in over 167 industries and is responsible for generating over \$400 million dollars in sales. This isn't like any business or marketing book you've ever read. There's no fluff or filler - just battle-hardened tactics that are working right now to rapidly grow sales. Use these timeless principles to rapidly and dramatically grow the sales for your business and crush your competition into a fine powder.

The must-read summary of Chet Holmes' book: "The Ultimate Sales Machine: Turbocharge Your Business with Relentless Focus on 12 Key Strategies". This complete summary of the ideas from Chet Holme's book "The Ultimate Sales Machine" shows that you only have to focus on twelve core competencies to turn your business into the "Ultimate Sales Machine". In fact, success comes from doing the right things with pigheaded determination and persistence. This summary highlights the twelve building blocks that you must put in place if your company is to succeed long term. Added-value of this summary: • Save time • Understand key concepts • Improve your sales skills To learn more, read the summary of "The Ultimate Sales Machine" and discover how to make your business more effective!

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Since its initial publication in 1994, Morrow's hardcover edition of Jeffrey Gitomer's **THE SALES BIBLE** has sold over 117,000 copies, and another 100,000 in paperback (published by Wiley). But in the 13 years since then, Gitomer has made himself into a sales powerhouse with huge success around an inventively packaged series of books, with his classic **THE LITTLE RED BOOK OF SELLING** at its heart. Now at last, Gitomer has taken the title that began it all, and has completely revised it. The Sales Bible is totally reworked to fit into his line of bestselling sales titles. It's sure to be **THE** must-have title for sales professionals worldwide who've already come to know and trust Jeffrey's inventive, irreverent sales wisdom through his "Little [Color] Book of..." series.

This national bestseller is a lively and practical guide on how to sell anything and achieve long-term success in business. Ryan Serhant was a shy, jobless hand model when he entered the real estate business in 2008 at a time the country was on the verge of economic collapse. Just nine years later, he has emerged as one of the top realtors in the world and an authority on the art of selling. **Sell It Like Serhant** is a smart, at times hilarious, and always essential playbook to build confidence, generate results, and sell just about anything. You'll find tips like: **The Seven Stages of Selling** **How to Find Your Hook**; **Negotiating Like A BOSS**; **How to Be a Time Manager, Not a Time Stealer**; and much more! Through useful lessons, lively stories, and vivid examples, this book shows you how to employ Serhant's principles to increase profits and achieve success. Your measure of a good day will no longer depend on one deal or one client, wondering what comes next; the next deal is already happening. And Serhant's practical guidance will show you how to juggle multiple deals at once and close all of them **EVERY. SINGLE. TIME.** Whatever your business or expertise, **Sell It Like Serhant** will make anyone a

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master at sales. Ready, set, GO! Sell It Like Serhant is a USA Today Bestseller, Los Angeles Times Bestseller, and Wall Street Journal Bestseller.

The murder of a world-famous physicist raises fears that the Illuminati are operating again after centuries of silence, and religion professor Robert Langdon is called in to assist with the case. Success in 50 Steps has been 10 years in the making, with the author researching and compiling over 500 book summaries into video, audio and written format on his website Bestbookbits.com. The book takes the reader through the steps of taking their dreams out of their head and making them a reality. Walking the reader through the steps to success such as dreams, passions, desire, purpose, goals, planning, time, knowledge, ideas, thinking, beliefs, attitude, action, work, habits, happiness, growth, failure, fear, courage, motivation, persistence, discipline, results and success. With the pathway to success outlined in 50 easy steps, anyone can put into practice the wisdom to take their personal dreams and goals out of their head into reality. Featuring a treasure trove of quotations from the legends of personal development such as Tony Robbins, Jim Rohn, Napoleon Hill, Les Brown, Zig Ziglar, Wayne Dyer, Brian Tracy, Earl Nightingale, Dale Carnegie, Norman Vincent Peale, Og Mandino and Bob Proctor to name a few, let this book inspire you to become the best version of yourself.

Embark on 7 Learning Adventures to Create a Business From Scratch. This book includes research on "who" is most likely to be successful in entrepreneurship across 26 different personality factors. No hype. No BS. No fluff. This is a comprehensive book full of examples to draw from. Start From Zero gives you the repeatable path to create a meaningful and profitable business without being dependent on any person, any platform, or anything. See new research on the top personality traits pulled from 30 successful entrepreneurs. Learn by example from

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15 employees who became entrepreneurs. Much of the world believes you have to be smart, gifted, or lucky to make it with your own business. That's only true to a certain extent. You can actually screw up a lot and still get rich... if you get the right things done right. This is the only book that will show you how to successfully start from zero when you have nothing. Not even confidence. Start From Zero is the result of over 10 years of research, based on tested principles, with a methodology that will still be relevant a hundred years from now. If you are frustrated with your income and earning potential, this book is for you. Start From Zero teaches you how to install the 4 brains you need to create income & scalable products from scratch. Whether you are a frustrated employee, a time-strapped business owner, or a curious 16 year old wondering if you should attend college, Start From Zero delivers the goods. My hope is this book helps make entrepreneurship accessible to the entire world. I have personally helped thousands of people become free with this exact process. All of them started from zero. Many of them started as employees. You can be next. Put these principles into practice for 90 days and learn the skills to make success more likely in any endeavor you choose!

Use data, technology, and inbound selling to build a remarkable team and accelerate sales. The Sales Acceleration Formula provides a scalable, predictable approach to growing revenue and building a winning sales team. Everyone wants to build the next \$100 million business and author Mark Roberge has actually done it using a unique methodology that he shares with his readers. As an MIT alum with an engineering background, Roberge challenged the conventional methods of scaling sales utilizing the metrics-driven, process-oriented lens through which he was trained to see the world. In this book, he reveals his formulas for success. Readers will learn how to apply data, technology, and inbound selling to every aspect

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of accelerating sales, including hiring, training, managing, and generating demand. As SVP of Worldwide Sales and Services for software company HubSpot, Mark led hundreds of his employees to the acquisition and retention of the company's first 10,000 customers across more than 60 countries. This book outlines his approach and provides an action plan for others to replicate his success, including the following key elements: Hire the same successful salesperson every time — The Sales Hiring Formula Train every salesperson in the same manner — The Sales Training Formula Hold salespeople accountable to the same sales process — The Sales Management Formula Provide salespeople with the same quality and quantity of leads every month — The Demand Generation Formula Leverage technology to enable better buying for customers and faster selling for salespeople Business owners, sales executives, and investors are all looking to turn their brilliant ideas into the next \$100 million revenue business. Often, the biggest challenge they face is the task of scaling sales. They crave a blueprint for success, but fail to find it because sales has traditionally been referred to as an art form, rather than a science. You can't major in sales in college. Many people question whether sales can even be taught. Executives and entrepreneurs are often left feeling helpless and hopeless. The Sales Acceleration Formula completely alters this paradigm. In today's digital world, in which every action is logged and masses of data sit at our fingertips, building a sales team no longer needs to be an art form. There is a process. Sales can be predictable. A formula does exist.

There are approximately 35 million business to business sales reps in the country selling everything from books and computers to furniture and flooring. They know as well as anyone that selling to other businesses is not the same as selling to consumers. Businesses have

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different budgets, needs, demands, and expectations from those of general consumers. That means an entirely different skill set is required of business to business sales reps. How to Say It: Business to Business Selling is the only book of its kind that caters exclusively to business to business sales professionals. Its short chapters provide tips and strategies tailored especially for the unique business to business selling process. You'll learn how to: Motivate Yourself to Sell Craft an Elevator Pitch Find Hot Sales Leads Make a Cold Call Use Voicemail to Sell Give a Sales Presentation Write a Sales Proposal Give a Product Demo Negotiate the Best Deal Close a Sale Create a Powerful Sales Process Sell to Top Executives Build Sales Partnerships Get a Customer Referral Accelerate Your Sales Cycle With How to Say It: Business to Business Selling you can sell business to business like a seasoned pro. The nation's #1 real estate broker and charismatic costar of Bravo's Million Dollar Listing New York shares his secrets on how to be successful. In the ten years since moving from Sweden to New York City, with no experience in real estate and no contacts, Fredrik Eklund has transformed himself into the best seller in the most competitive real estate market on the planet. In The Sell, Eklund leverages his years of experience to create the go-to manual for self-promotion and sales. At the core of the book are chapters tied to Eklund's 10-step program for "selling anything to everyone," and he shares his secrets on everything from personal authenticity and looking your very best to crafting the perfect sales pitch, negotiating with savvy, and closing deals promptly and efficiently . . . lest they slip away. Whether you're just starting a job as a sales rep at Verizon, navigating your career as an executive or entrepreneur, or hitting your stride closing big transactions as a banker at Goldman Sachs, The Sell will show you how to improve your game and radically increase the money you're bringing

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home. *The Sell* is a vital resource for anyone who wants to have an impact in his or her personal and professional life, with a razor-sharp focus on selling: selling yourself--or your brand--no matter your background.

In this newly released edition of one of his classic books, *The One Minute Sales Person*, Spencer Johnson, the author of the number one New York Times bestseller *Who Moved My Cheese?*, shows you how to sell your ideas, products, or services successfully! This is the book that has proved to be a must-have for the millions of people who were looking for the quickest way to improve their selling skills. In these changing times, Spencer Johnson, coauthor of *The One Minute Manager*®, shows you how the phenomenal *One Minute*® methods can bring real and lasting sales success with the least amount of time and effort. You will learn how to enjoy your job and your life more as you discover the effective secrets of "self-management," the integrity of "selling on purpose," and the liberating "wonderful paradox" of helping others get what they want so you can get what you need. *The One Minute Sales Person* is a clear, easy and invaluable guide that works for both you and the people you sell to, for your financial prosperity and personal well-being. In short, it is a classic Spencer Johnson bestseller that can help you enjoy more success with less stress.

*The Sales EDGE* reframes your and your sales team's approach to business-to-business sales so you can solve those problems and deliver sales success. Author Gene McNaughton developed the *EDGE* selling process from his 25 years in the trenches as a salesperson, sales manager, and sales consultant training thousands of salespeople. His game-changing strategies and tactics are required reading for any executive, manager, or salesperson responsible for driving revenue and closing new business. This comprehensive, step-by-step

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how-to guide creates a new paradigm in B2B sales, and makes traditional selling techniques look antiquated, outdated, and downright ineffective. The Sales EDGE delivers a methodology and a plan to help you build a sales team that delivers.

"[W]ith over 200 word for word, proven and up to date scripts, ... [this book] will instantly make you more effective as you learn to breeze past gatekeepers, easily connect with decision makers and qualify and close more business over the phone"--P. [4] of cover.

HOW TO DOMINATE, MAKE MILLIONS, AND GET ANYTHING YOU WANT Big Money Energy is the feeling you get when you encounter someone who is massively succeeding at life. They're the ultimate picture of self-confidence. There's no bravado, no bragging -- they know they have BME and so does everyone else. You get Big Money Energy by being 100% committed to making your vision a reality . . . and that vision has to be BIG. Ten years ago, Ryan Serhant, billion dollar broker and costar of Million Dollar Listing New York was living paycheck-to-paycheck and didn't even own a suit. Serhant realized that while he couldn't change his circumstances or the balance of his bank account, there was one thing he could change -- his energy. The energy you give off impacts every area of your life, from how much money you earn and how much power you have, to who you socialize with and the jobs you get. Determined to

leave his low-rent lifestyle behind forever, Serhant took life-changing steps that resulted in his getting cast on television, graduating to seven-figure sales, and doubling his income every year for the next decade. Serhant is now the CEO and Founder of SERHANT., a multi-dimensional real estate brokerage and media company, and averages a billion dollars in sales every year. In *Big Money Energy*, Serhant will show readers how he tapped into his Big Money Energy to crush his goals and achieve huge success, earning his first million before he turned thirty. Whether you're a self-made entrepreneur, a corporate executive or barista, Serhant will teach you how to climb the ladder to success better and faster than anyone else. If you want Big Money Energy, this is your blueprint. This book is an inspirational, lively guide for anyone who is ambitious enough to dream big and is committed to doing whatever it takes to conquer them. Counsels business professionals on how to achieve success through a combination of focus and discipline strategies, in a guide that advises readers against following trends and taking on too many projects while making recommendations on marketing effectively and perfecting the art of the sale. The surprising and compelling story of two rival geniuses in an all-out race to decode one of the world's most famous documents—the Rosetta Stone—and their twenty-year-long battle to solve the mystery of ancient Egypt's hieroglyphs. The

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Rosetta Stone is one of the most famous objects in the world, attracting millions of visitors to the British museum ever year, and yet most people don't really know what it is. Discovered in a pile of rubble in 1799, this slab of stone proved to be the key to unlocking a lost language that baffled scholars for centuries. Carved in ancient Egypt, the Rosetta Stone carried the same message in different languages—in Greek using Greek letters, and in Egyptian using picture-writing called hieroglyphs. Until its discovery, no one in the world knew how to read the hieroglyphs that covered every temple and text and statue in Egypt. Dominating the world for thirty centuries, ancient Egypt was the mightiest empire the world had ever known, yet everything about it—the pyramids, mummies, the Sphinx—was shrouded in mystery. Whoever was able to decipher the Rosetta Stone, and learn how to read hieroglyphs, would solve that mystery and fling open a door that had been locked for two thousand years. Two brilliant rivals set out to win that prize. One was English, the other French, at a time when England and France were enemies and the world's two great superpowers. The Writing of the Gods chronicles this high-stakes intellectual race in which the winner would win glory for both himself and his nation. A riveting portrait of empires both ancient and modern, this is an unparalleled look at the culture and history of ancient Egypt and a fascinating, fast-paced story of human folly and discovery

unlike any other.

Loral Langemeier first introduced her exclusive Wealth Cycle system in the national bestseller *The Millionaire Maker*. Now, in *The Millionaire Maker's Guide to Creating a Cash Machine for Life*, she reveals how you can learn to earn more money by building a viable business. The Cash Machine is simple to start and sustain. You'll use skills you already possess and build a reliable team to help. Whether you want to partner with others or create your own team to start, fix, or buy a business, Langemeier shows you how to turn it into a Cash Machine that makes money from Day One. This book delivers a step-by-step action plan for starting up your Cash Machine, helping you to Identify your personal skill set Brainstorm a business idea and model it after a similar venture Test the sales potential Create a Cash Machine Plan Build and manage your team Develop short- and long-term marketing strategies Grow your business-and make more money! Langemeier gets you up to speed on marketing, sales, operations, finance, and management to keep your business operating effectively. She also shares instructive and inspiring real-life examples of successful Cash Machines and explains how to use profits to fuel the Wealth Cycle. In order to be truly wealthy, you need more than a 9-to-5 salary and investments: you need a Cash Machine. *The Millionaire Maker's Guide to Creating a Cash Machine for Life*

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gives you the necessary tools to begin your journey to a lifetime of financial happiness-today!

A revised and updated edition of How to master the art of selling, which educates on how to succeed in sales, including new information on using the latest research techniques and using e-mail and online resources to generate deals more quickly and efficiently

The secrets of breakout selling! Using his thirty years of experience training corporate sales forces, Stephan Schiffman has put together a collection of the most essential techniques for succeeding in the field. From getting leads and cold calling to establishing a solid relationship and closing the deal, Schiffman covers everything you need to know in order to improve your performance and make the sale. Inside this book, you'll find his proven sales philosophy, which includes such elements as: Sales don't happen unless questions are asked. An objection is an opportunity in disguise. A salesperson's responsibility is to help the client solve a problem. No one ever made a good sale by interrupting a client. Whether you're new to the field or looking for a quick refresher, you will finally be able to beat out the competition and take your career to the next level with The Ultimate Book of Sales Techniques!

Want to be on top in your sales career? How do you succeed in the profession of

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selling?while also maintaining your sanity, avoiding ulcers and heart attacks, continuing in a good relationship with your spouse and children, meeting your financial obligations, and preparing for those "golden years,"?and still have a moment you can call your own? Zig Ziglar shows you how, sharing information, direction, inspiration, laughter, and tears that will help you make the necessary choices for a balanced life?personal and professional. Selling is a magnificently rewarding and exciting profession. It is, however, more than a career. It is a way of life?constantly changing and always demanding your best. In Ziglar on Selling, you'll discover the kind of person you are is the most essential facet in building a successful professional sales career. You've got to be before you can do. "I will see you at the top?in the world of selling."?Zig Ziglar

"Roff-Marsh shows readers how to follow the intrepid executives on three continents who have implemented his ideas over the last 15 years, building ridiculously efficient sales functions - and market-dominating enterprises - as a consequence. Roff-Marsh calls these executives his silent revolutionaries ... Applying the division of labor to sales might not seem controversial, but this innocent-sounding idea decimates the sales management orthodoxy and replaces it with a strange new world where sales is primarily an inside activity, where salespeople earn fixed salaries and focus their attention exclusively on

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selling conversations, where regional sales offices become redundant, and where marketing and engineering become seamlessly integrated with sales. The Machine is a field guide for the executive who's prepared to wrestle sales away from autonomous field-based artisans in favor of a tightly synchronized team of specialists."--From publisher description.

Become a LinkedIn power user and harness the potential of social selling With the impact of COVID, remote working has become big, and so has the use of digital/virtual sales tools. More sales teams want and need to understand how to use social media platforms like LinkedIn to sell, and most do not use it properly. The Ultimate LinkedIn Sales Guide is the go-to book and guide for utilizing LinkedIn to sell. It covers all aspects of social and digital selling, including building the ultimate LinkedIn profile, using the searching functions to find customers, sending effective LinkedIn messages (written, audio & video), creating great content that generates sales, and all the latest tips and tricks, strategies and tools. With the right LinkedIn knowledge, you can attract customers and generate leads, improving your sales numbers from the comfort and safety of your computer. No matter what you are selling, LinkedIn can connect you to buyers. If you're savvy, you can stay in touch with clients and generate more repeat sales, build trust, and create engaging content that will

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spread by word-of-mouth—the most powerful sales strategy around. This book will teach you how to do all that and more. In *The Ultimate LinkedIn Sales Guide* you will learn how to: Use the proven 4 Pillars of Social Selling Success to improve your existing LinkedIn activities or get started on a firm footing Create the Ultimate LinkedIn Profile, complete with a strong personal brand that could catapult you to industry leader status Generate leads using LinkedIn, then build and manage relationships with connected accounts to turn those leads into customers Utilize little-known LinkedIn “power tools” to grow your network, send effective messages, and write successful LinkedIn articles And so much more! *The Ultimate LinkedIn Sales Guide* is a must read for anyone wishing to utilise LinkedIn to improve sales.

Imagine an everyday world in which the price of gasoline (and oil) continues to go up, and up, and up. Think about the immediate impact that would have on our lives. Of course, everybody already knows how about gasoline has affected our driving habits. People can't wait to junk their gas-guzzling SUVs for a new Prius. But there are more, not-so-obvious changes on the horizon that Chris Steiner tracks brilliantly in this provocative work. Consider the following societal changes: people who own homes in far-off suburbs will soon realize that there's no longer any market for their houses (reason: nobody wants to live too far away because

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it's too expensive to commute to work). Telecommuting will begin to expand rapidly. Trains will become the mode of national transportation (as it used to be) as the price of flying becomes prohibitive. Families will begin to migrate southward as the price of heating northern homes in the winter is too pricey. Cheap everyday items that are comprised of plastic will go away because of the rising price to produce them (plastic is derived from oil). And this is just the beginning of a huge and overwhelming domino effect that our way of life will undergo in the years to come. Steiner, an engineer by training before turning to journalism, sees how this simple but constant rise in oil and gas prices will totally re-structure our lifestyle. But what may be surprising to readers is that all of these changes may not be negative - but actually will usher in some new and very promising aspects of our society. Steiner will probe how the liberation of technology and innovation, triggered by climbing gas prices, will change our lives. The book may start as an alarmist's exercise.... but don't be misled. The future will be exhilarating.

A consultant to some of America's leading corporations shares key insights and ideas on how to supercharge one's business and career, explaining how to create and develop new opportunities for wealth in any business, enterprise, or venture. Reprint. 50,000 first printing.

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