

# Successful Selling / Brian Tracy / 9788172247102 / 104 pages / 1998 / Jaico Publishing House, 1998

Luckily for us, the author of this sales book, Jia Jiang decided to go through more rejection than most people can handle, and wrote this book describing the secret of successful asking, how to pick targets, and how to tell when an initial no can be converted into something positive.Â But why should we try and turn off the selling in the first place? This sales book takes the traditional idea of selling and puts a fresh spin on it by applying sales techniques and philosophies to every facet of your life, from your career to your love life. Sales Success Sales Success, sales training. It's important that you dedicate yourself to continuous learning and self-development, especially when it comes to sales success.Â In this book, Zig Ziglar explains how everyone has to "sell" their ideas and themselves to be successful. He goes over 100 closes for every kind of persuasion and professional tips from many successful salespeople. 6) Booked By Josh Turner. Prior to this book, much of the business world believed that a good salesperson can "sell anything to anyone." Author Jeff Thull, however, lays out the gradual process by which a salesperson can help customers clarify their needs, understand their alternatives, and make the internal changes required to buy a solution that will change their entire business. 8. The Psychology of Selling.Â It's been said that all successful people "stand on the shoulders of giant." If your book isn't selling as many copies as you hoped over the first 2 months, it might be worth running a book promotion in month 3 to boost your numbers. BookBub is the most successful book promotion site by far, producing on average 300-500 additional books on the day of the promotion during our test. And, again, advertising can make a big difference. You can start by advertising on any platform at a small investment of even \$5 or \$10 per day. This page provides lists of best-selling individual books and book series to date and in any language. "Best-selling" refers to the estimated number of copies sold of each book, rather than the number of books printed or currently owned. Comics and textbooks are not included in this list. The books are listed according to the highest sales estimate as reported in reliable, independent sources. This list is incomplete because there are many books, such as The Count of Monte Cristo by Alexandre Dumas