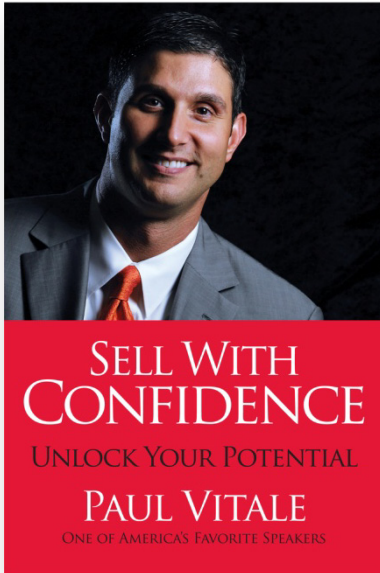


## Customer Reviews



### **Sell with Confidence** **Unlock Your Potential**

**Reader Rating:** ★★★★★

#### **Sales skills for everyone**

★★★★★ Reader Rating

April 30, 2010: Paul Vitale gives you the scoop on sales, from the very basics (dress well and carry a clean handkerchief) to the advanced concepts (don't keep suggesting alternatives after you've made the sale). Vitale is a motivational speaker (see his website at [www.paulvitale.com](http://www.paulvitale.com) for clips from his presentations about sales), so his book has that uplifting "You Can Do It!" tone. But it's not just a pep talk. There's lots of practical, detailed advice. Vitale explains how to structure a sales call, how and why to follow up, and what to do after the sale. It's all presented in a clear, readable style. You'll like this guy after you finish the book; follow his advice, and your prospects will probably like you, too.

#### **Great read no matter what your profession**

★★★★★ Reader Rating

August 20, 2009: Whether you are fresh out of school or have been in the business world for more years than you care to admit, this book has something to offer. It teaches situational problem solving, refreshes current ways of dealing with issues and reminded me of old remedies that I had forgotten over time. An easy read that should be referred to on a weekly basis to maintain our confidence and reach our full potential.