

Two experts who have summited the tallest mountains on each of the seven continents and scaled the highest peaks in corporate sales examine what it takes to achieve sales success, drawing on the techniques and determination it takes to climb the world's highest peaks. When Susan Ershler and John Waechter each made the grueling journey to the top of Mount Everest, they were motivated by the desire to join the elite group of climbers that had conquered the Seven Summits, the highest peaks on each of the seven continents. It was this same determination that made them star performers in corporate sales, one of the toughest jobs in global business. They both cherish the deep satisfaction that only comes from attaining a seemingly impossible goal through focus, determination, and persistence. In this unique and inspiring guide, Susan and John draw on their experiences to inspire sales professionals to overcome their perceived limitations and reach new heights of success, illustrating how any sales professional can achieve peak performance. They show how to clearly define goals, choose the right Sherpa (build the right team), commit to a vision, travel light (manage your time), and measure the mountain (track your progress). Interweaving concrete, tested methods for high achievement in sales, with stories of harrowing climbs and perseverance, *Conquering the Seven Summits of Sales* proves that anyone can experience the tremendous sense of closure and satisfaction that comes with overcoming perceived limitations and achieve something real and meaningful.

In *The Service Of Life: A Wiccan Perspective on Death*, *Barren Cove: A Novel*, *How to Paint Pets (Or Any Animal)*, *The Plantation Series: Books 1-3*, *La menace ultime - Guerres sous marines, tome 8 (French Edition)*, *Pennsylvania (America the Beautiful, Second)*, *Contractors Exposed: How to Win in the Home Improvement Game*,

*Conquering the Seven Summits of Sales: From Everest to Every Business, Achieving Peak Performance of the seven continents* and scaled the highest peaks in corporate sales examine what it takes to achieve sales success, drawing on. *Conquering the Seven Summits of Sales: From Everest to Every Business, Achieving. Peak Performance.* Susan Ershler has accomplished an. *Conquering the Seven Summits of Sales. From Everest to Every Business, Achieving Peak Performance.* Susan Ershler & John Waechter.

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Book Condition: new. BRAND NEW, *Conquering the Seven Summits of Sales: From. Everest to Every Business, Achieving Peak Performance*, Susan. Ershler.

Title: *Conquering The Seven Summits of Sales: From Everest To Every Business, Achieving Peak Performance.* ISBN Author: Susan Ershler. In making the grueling journey to the top of Mount Everest, Susan Ershler and John Waechter joined *Conquering the seven summits of sales: from Everest to every business, achieving peak performance / Susan Ershler and John Waechter*. She is also the author of *CONQUERING THE SEVEN SUMMITS OF SALES: From Everest To Every Business, Achieving Peak Performance.*

*Conquering the Seven Summits of Sales: From Everest to Every Business, Achieving Peak Performance* audiobook written by Susan Ershler. *Conquering the Seven Summits of Sales -*

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