

We all sell something for a living--whether its a brand, a vision, an education, a direction, or a service. We might even be selling a set of numbers to a board meeting, learning to a student, or cereal to an infant. This eye-opening parable is about harnessing natural energy--yours and that of those around you--in order to take your sales, and your satisfaction to the next level of success. In Top Performer, youll meet Jim, a disciplined but uninspired sales manager. In London on vacation--his first in years--he meets a gentleman named Top Hat. In an engrossing conversation, Top Hat tells him about a legendary Dublin busker/street performer called the Rat Catcher, who engages his audience and effortlessly charms them into parting easily with their change. Top Hat then gives Jim an envelope to bring to the Rat Catcher as a form of introduction. Jim is incredulous, and even a bit suspicious. But after a trip back home, hes willing to do anything to break out of his rut of good-to-average sales and dogged but unfulfilling perseverance. Jim travels to Dublin, where the Rat Catcher tells--and shows--him some surprising secrets of his work ethic and his selling style. Jim ultimately realizes that he needs to Claim the Pitch, Mine the Mess, Choose the Close, and, most importantly, Juice the Jam. When Jim returns home, hes re-energized, having learned how to Build a Circle and Pass the Hat where it really counts--in his life, his relationships, and his workplace. Full of action-packed and sometimes hilarious descriptions of the real life adventures of street performer, this engaging metaphor will appeal to anyone in any position--and in any field, from banking to baking to busking. In the tradition of the bestselling Fish! series this is a deceptively simple story that contains profound advice--advice that will help make readers into Top Performer themselves.

Paul Klee Und Der Kubismus (German Edition), A Terrible Splendor: Three Extraordinary Men, a World Poised for War, and the Greatest Tennis Match Ever Played, Now You Know Royalty, Ariels Treasure Hunt (Disney My First Princess), Effective Father: Shepherd or Rancher? (How To Raise Great Kids), The Pushcart Prize XXXVII: Best of the Small Presses (2013 Edition) (Pushcart Prize: Best of the Small Presses (Hardcover)), Internet Stories (Chinese Edition), 30 Minuten Flugangst uberwinden (German Edition),

TOP PERFORMER: A BOLD APPROACH TO SALES AND SERVICE [Stephen C. Lundin, Carr Hagerman] on thepepesplace.com *FREE* shipping on qualifying offers. Top Performer has 43 ratings and 4 reviews. Nicolle said: An unusual book to those who search's new approaches on sales. Not the best one i read but wor.

Top performer: a bold approach to sales and service / Stephen C. Lundin and, [Matching item] TOP PERFORMER A BOLD APPROACH TO SALES AND. I had the wonderful pleasure of being introduced to Carr Hagerman through a good friend of mine by the name of Cathy Paper. I completed a.

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