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Optimize your SALES MINDSET. If you want to be successful in sales, you have to get your mind right. "The most expensive piece of real estate is the six inches between your right and left ear. It's what you create in that area that determines your wealth. We are only really limited by our mind."~ Dr. Dolf de Roos

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A lot's often talked about getting the right mindset for selling. The focus is most often on having a positive outlook, a winning mentality, or even a 'don't take no for an answer' attitude. But I've found that when you're selling consulting services (as I do) or other high value professional services (as my clients do) then there's a different, more important mindset.

~~Getting The Right Mindset For Selling (and It's Not What ...~~

The most effective sellers lead with the mindset of wanting to help versus wanting to sell. They ask themselves how their product can genuinely help their customers by internalizing the benefits...

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Optimize your SALES MINDSET. If you want to be successful in sales, you have to get your mind right. "The most expensive piece of real estate is the six inches between your right and left ear. It's what you create in that area that determines your wealth. We are only really limited by our mind."~ Dr. Dolf de Roos In books one and two of The 30 Minute Sales Coach Series, Scott gives you the tools, tips, and tricks to tighten up your sales game. Book three helps you build on those lessons and gives you actionable advice that you can implement immediately. There's no homework this time. You get instantly applicable coaching that will help you increase your bottom line. Are you ready to take your career to new heights? Read on and let The 30 Minute Sales Coach drop knowledge bombs. You deserve success. It's time you found it. Praise for the Sell Smarter Series: - An instant motivator. Whether you're new in sales or a seasoned veteran, it's a quick read that can make an impact: clear, concise, and without the bloatware. - great read!!! Scott's sense of humor really comes thru and makes the book enjoyable from cover to cover. - If you are looking to grow your sales and want hi-level advice that is easy to digest and implement right away, you must read SELL SMARTER. Scott's style of teaching is exciting to read while his best practices and real life stories are fun to read and will guide you to an increased pipeline.

It's time you got out of your own way and found sales success! Scott Fishman's Sell Smarter Collection is full of tactical insights designed to augment your sales skill-set and increase your earning potential. All three of the included books contain battle-tested advice collected from Scott's decades as a top sales professional. Each chapter shows you how to approach the sale conscientiously while still maintaining your integrity and reputation. You don't have to have an inflated ego to inflate your pipeline. In Sell Smarter: Seven Simple Strategies For Sales Success, you get seven results-oriented tactics each with its own challenging and fun homework assignment. Each assignment is specially designed to get you on the path to acquiring more customers and increasing your bottom line in a matter of minutes. Next, you get Sell Even Smarter: Seven More Simple Strategies For Sales Success, which turns up the heat and takes you to the next level with homework assignments geared toward getting you to think more like a business owner and keeping your eye on the bottom line. Last, but not least, you get Sell Smartest: Optimize Your Mindset For Sales Success. Mindset is key, and Scott shows you how to get your mind right so you can keep your sales game tight. The Sell Smarter Collection will take your sales game to the next level. Are you ready? Read The Sell Smarter Collection now.

From the Chairman of the Institute for Global Futures, a forecast of game-changing trendsÑand how to manage and profit from them to better your life

What if you could stop selling altogether and grow your profits? With The Serving Mindset, you'll learn how to serve, elevate your business success, and feel great about it! Targeted to business owners and entrepreneurs who are very good at what they do but feel guilt and shame around selling and sales and therefore limit their own success and overall possibilities, The Serving Mindset: Stop Selling and Grow Your Business positions selling as serving and takes readers through the process of why and how to acquire this "serving mindset" and put it into practice. For readers who hate sales, The Serving Mindset will help you diagnose the source of the issue, understand how your mindset affects your sales directly, and discover a fresh approach to selling as serving—an essential lesson for enabling any business to explore maximum levels of prosperity. Using case studies as well as the experience of the author and that of her professional-coaching clients, The

Serving Mindset is sure to change how readers view selling, serving, and growing. The powerful insights and applications in this book are game-changers for every business owner and entrepreneur who wants to attract and secure ideal customers and premium clients while maintaining integrity to his or her own core values.

A signature goal-setting method to unlock the life you want, from the founder of ClassPass. Grant yourself permission to plan and prioritize your life in connection to your calling. When Payal Kadakia let go of the pressure to achieve a traditional kind of success, she tuned into her calling and built ClassPass into a billion-dollar business. In LifePass, she shares her signature goal-setting method that not only changed her approach to her career, but her entire life. You will learn to push through limits, fuel your life with purpose, and become an expert at achieving your goals—both professionally and personally. It's time to live by your own rules. LifePass shows you how.

Invest in Future Smart If you want to be successful, you're going to have to learn to become more intuitive. What the market wants today is not necessarily what it will want tomorrow or the next day, and if you focus on only providing what is required and desired today when tomorrow rolls around, you may find yourself obsolete. Not to mention that the world's most successful people have all, in their own way, been pioneers. Developing new, unheard of ways to deliver their products, services, or message, to the world. Without that pioneering spirit, we'd all still be sitting in a cave, waiting for lightning to strike so we could have a hot meal. Paying attention to what the world is going to want, as much as what it wants now, will stand you in good stead when the time comes. If you are going to lead a significant, meaningful life, you need to become future smart and be part of inventing the future you want for yourself and the world around you. Many people have been caught by surprise in the recent global recession because they thought what they had would always be what they will need to stay ahead in the future. Don't be caught by surprise, become future-smart.

Iteration rules product development, but it isn't enough to produce dramatic results. This book champions Radical Product Thinking, a systematic methodology for building visionary, game-changing products. Methodologies such as Lean and Agile have democratized innovation by teaching us to harness the power of iteration to innovate faster, but our ability to set a clear destination hasn't kept up with the pace. When we iterate without a clear vision or strategy, our products become bloated, fragmented, and driven by irrelevant metrics. They catch "product diseases" that are often fatal to true innovation. In Radical Product Thinking (RPT), product development is led by the vision for the change it's intended to create. This methodology helps leaders reimagine the problems they face and align their team to find creative solutions using five elements: Vision, Strategy, Prioritization, Execution, and Culture. R. Dutt guides readers through these elements so they develop a clear process for achieving their desired change, incorporate it into daily activities, and turn RPT skills into muscle memory. This book gives organizations a repeatable model for building vision-driven products by helping us systematically translate vision and strategy into everyday actions so our product becomes a vehicle for creating the change we want to see in the world. Dutt shows us that you don't have to be a natural-born visionary to produce extraordinary results.

In this ground-breaking book, Dr. Galsworth describes a proven approach that dramatically reduces the complexity found in many products while still retaining the ability to deliver the required customized options. This approach, Variety Effectiveness, reveals how every company, regardless of size, can benefit from simplifying its designs for both new and existing products. Smart, Simple Design shows managers in manufacturing, inventory and production control, engineering design, MIS, and sales and marketing the root sources of product complexity and its true cost to their company. Next, Galsworth gives companies an inside look at the triggers of product "variety explosion" and how each one can be successfully eliminated.

An instant New York Times bestseller and #1 Wall Street Journal bestseller. JIM KWIK, the world's #1 brain coach, has written the owner's manual for mental expansion and brain fitness. Limitless gives people the ability to accomplish more--more productivity, more transformation, more personal success and business achievement--by changing their Mindset, Motivation, and Methods. These "3 M's" live in the pages of Limitless along with practical techniques that unlock the superpowers of your brain and change your habits. For over 25 years, Jim Kwik has worked closely with successful men and women who are at the top in their fields as actors, athletes, CEOs, and business leaders from all walks of life to unlock their true potential. In this groundbreaking book, he reveals the science-based practices and field-tested tips to accelerate self learning, communication, memory, focus, recall, and speed reading, to create fast, hard results. Learn how to: **FLIP YOUR MINDSET** Your brain is like a supercomputer and your thoughts program it to run. That's why the Kwik Brain process starts with unmasking assumptions, habits, and procrastinations that stifle you, redrawing the borders and boundaries of what you think is possible. It teaches you how to identify what you want in every aspect of your life, so you can move from negative thinking to positive possibilities. **IGNITE YOUR MOTIVATION** Uncovering what motivates you is the key that opens up limitless mental capacity. This is where Passion + Purpose + Energy meet to move you closer to your goals, while staying focused and clear. Your personal excitement will be sustainable with self-renewing inspirations. Your mind starts strong, stays strong, and drives further exponentially faster. **MASTER THE METHOD** We've applied the latest neuroscience for accelerated learning. Our process, programs, podcasts, and products unleash your brain's own superpowers. Finish a book 3x faster through speed reading (and remember every part of it), learn a new language in record time, and master new skills with ease. These are just a few of the life-changing self-help benefits. With Kwik Brain, you'll get brain-fit and level-up your mental performance. With the best Mindset, Motivation and Method, your powers become truly limitless.

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