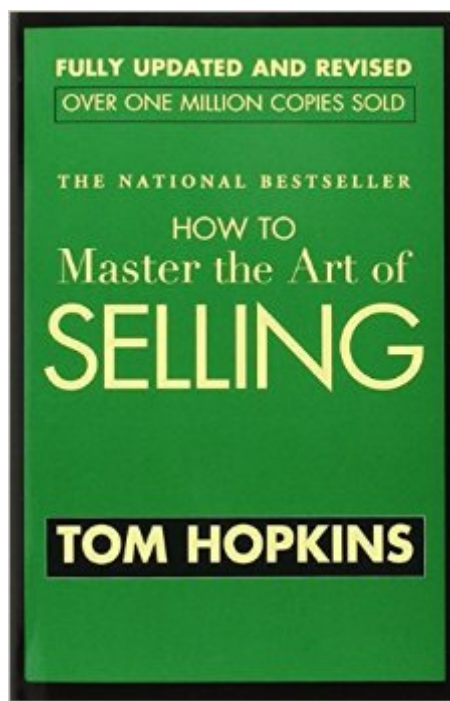


The book was found

# How To Master The Art Of Selling



## Synopsis

A revised and updated edition of How to master the art of selling, which educates on how to succeed in sales, including new information on using the latest research techniques and using e-mail and online resources to generate deals more quickly and efficiently

## Book Information

Paperback: 416 pages

Publisher: Grand Central Publishing; Rev Upd edition (May 20, 2005)

Language: English

ISBN-10: 0446692743

ISBN-13: 978-0446692748

Product Dimensions: 5.4 x 1.1 x 8 inches

Shipping Weight: 14.1 ounces (View shipping rates and policies)

Average Customer Review: 4.4 out of 5 stars [See all reviews](#) (223 customer reviews)

Best Sellers Rank: #3,570 in Books (See Top 100 in Books) #17 in [Books > Business & Money > Marketing & Sales > Sales & Selling](#)

## Customer Reviews

I've been anticipating the release of this book when I saw it was being published, and as good as Tom Hopkins is (peerless, frankly, in my eyes) in the world of sales skills training, I was a little disappointed in this book. I have read his classic, epic, bestselling and game-shifting "How to Master the Art of Selling", and I have a hard time turning anywhere else when I have questions or want to refresh on the basics. I am aware there are other sales trainers, but for my money (and the money I'll make!) Tom Hopkins is the gold-standard. Some of his other books bear mention here: "Low Profile Selling" is fantastic, replete with scripts and language and good tips for how to approach the sales process without coming off as a pushy, greedy salesperson. His "Guide to Greatness in Sales" is another very good, very on-the-ground counsel for people who find themselves 6 months to five years in the business and are dealing with some of the requisite growing pains. I also can't mention highly enough his 3-CD audio collection; I have relied on disc 2 (Advanced Survival Training) more than I ever thought I would and it kept me going when I was contemplating throwing in the towel. One of the things, I think, that separates Tom Hopkins from the others is that he is selling the profession of selling to all of us, his students, in the best possible way. Demonstrating the principles he teaches, he paints vivid emotional pictures for us to imagine ourselves as successful salespeople, pictures that give us the desire to undergo the training to go out and win. It's

brilliant. So I came to the latest book with this deep respect for his teachings, and is perhaps why I was underwhelmed by the book.

[Download to continue reading...](#)

Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) Making Money at Home: Methods to Make Money with Drawing Portraits: How I Made More than \$50,000 Selling Art Online and Offline (Ways to Make Money with Art, Selling Drawings) Master Planning Success Stories: How Business Owners Used Master Planning to Achieve Business, Financial, and Life Goals (The Master Plan Book 2) How to Master the Art of Selling Financial Services Sales: Master The Art of Selling - Networking, Time Management & Communication (Productivity, Close the Sale, Goal Setting, Charisma, Influence People, Trump, Cold Calling) How to Master the Art of Selling How to Master the Art of Listing & Selling Real Estate The Advanced Selling Skills Series (Advanced Action Selling Book Series, Four-Book) The Complete Guide to Option Selling: How Selling Options Can Lead to Stellar Returns in Bull and Bear Markets, 3rd Edition eBay: Find All You Need To Sell on eBay and Build a Profitable Business From Scratch, Step-By-Step (eBay, eBay Selling, eBay Business, Dropshipping, eBay Buying, Selling on eBay) Jewelry Making & Etsy Business Box Set: Jewelry Making Instructions and Useful Tips to Guide You Through How to Start Your Etsy Business (Jewelry Making ... Selling Etsy, Esty Selling Success) How To Sell Used Books On : The Home Based Bookstore - Make A Passive Income By Selling Old Books On (Passive Income, Selling Books On , Home-Based Bookstore) Thrift Store: How to Earn \$3000+ Every Month Selling Easy to Find Items From Thrift Stores, Garage Sales, and Flea Markets ( FBA - Selling on Ebay ... Online - Etsy Business - Work From Home) Selling to the C-Suite: What Every Executive Wants You to Know About Successfully Selling to the Top Selling to Procurement: 7 Secrets to Decoding Procurement for Smarter B2B Selling and Negotiating Etsy: Ultimate Etsy Strategies For Selling Crafts Online (Etsy, Etsy SEO, Etsy business for beginners, Etsy selling Book 1) Unlabel: Selling You Without Selling Out FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible: Best Selling Secrets Revealed: The FBA Selling Guide FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible - Best Selling Secrets Revealed: The FBA Selling ... , fulfillment by , fba Book 1) Classic Still Life Painting: A Contemporary Master Shows How to Achieve Old Master Effects Using Today's Art Materials

[Dmca](#)