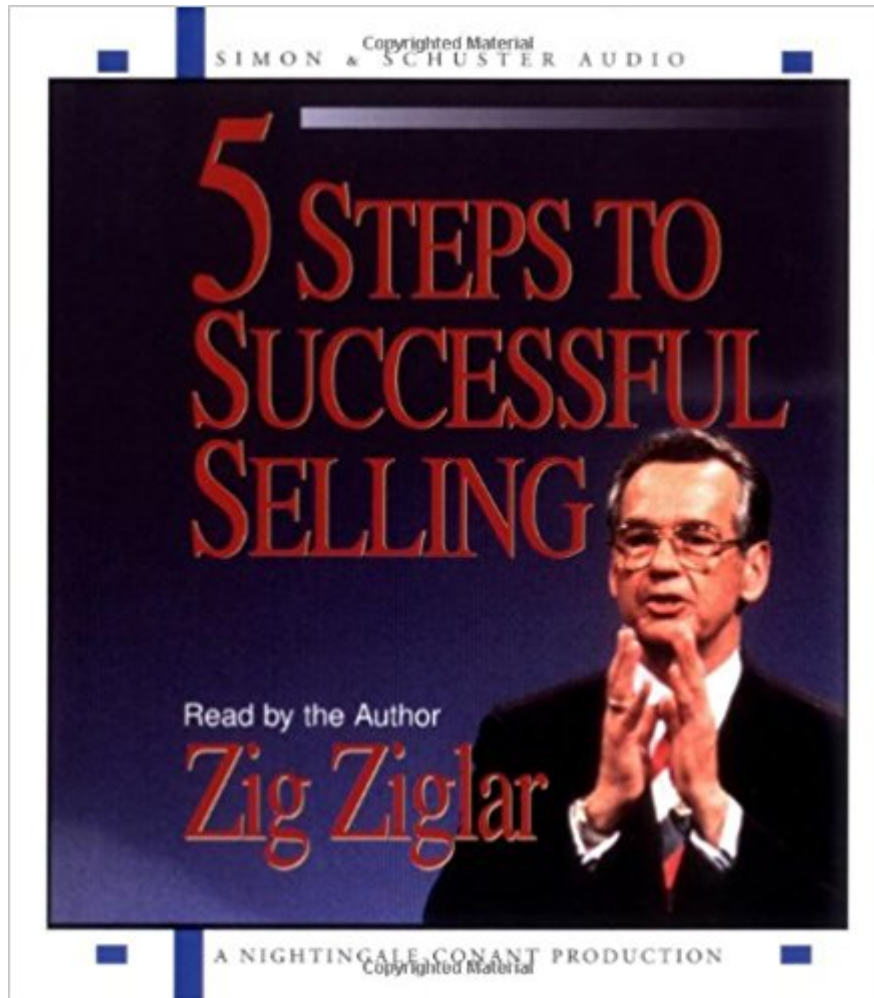




The book was found

# 5 Steps To Successful Selling



## Synopsis

SALES SUCCESS CAN BE YOURS WITH ZIG ZIGLAR'S 5 STEPS TO SUCCESSFUL SELLING  
GREAT SALESPeOPLE ARE MADE, NOT BORN You've heard about "natural-born salespeople" -- those super salespeople who seem to perform intuitively and succeed effortlessly. In 5 Steps to Successful Selling, Zig Ziglar shows you that those success stories result from study and observation rather than inborn talent. They are the result of mastering the art of selling. Now you can master those techniques and perfect your own selling skills -- skills that will take you from being a good salesperson to being the best. A super salesman himself, Zig Ziglar draws on his many years of experience to define and explain the keys to successful selling: Prospecting: identifying who can and will buy Presenting: knowing the product and showing it effectively Closing: winning the sale Follow-up: maintaining customer contact Positive self-image: the foundation of success in selling After learning the 5 Steps to Successful Selling -- whether you are a beginner or a seasoned veteran -- you can't help but come away a better salesperson.

## Book Information

Audio CD

Publisher: Simon & Schuster Audio/Nightingale-Conant; Adapted edition (August 1, 1995)

Language: English

ISBN-10: 0743520718

ISBN-13: 978-0743520713

Product Dimensions: 4.9 x 0.4 x 5.8 inches

Shipping Weight: 3.2 ounces (View shipping rates and policies)

Average Customer Review: 4.1 out of 5 stars 32 customer reviews

Best Sellers Rank: #175,055 in Books (See Top 100 in Books) #3 in [Books > Books on CD > Business > Sales](#) #78 in [Books > Books on CD > Business > General](#) #131 in [Books > Books on CD > Health, Mind & Body > Self Help](#)

## Customer Reviews

Zig Ziglar has motivated the sales forces of multi-national corporations, as well as the thousands of individuals who have attended his seminars and read his books. He is the president of the Zig Ziglar Corporation and the author of the bestsellers *Secrets of Closing the Sale*, *Success* and the *Self-Image*, *5 Steps to Successful Selling*, *How to be a Winner*, and *How to Get What You Want*. Zig Ziglar has motivated the sales forces of multi-national corporations, as well as the thousands of individuals who have attended his seminars and read his books. He is the president of the Zig Ziglar

Corporation and the author of the bestsellers *Secrets of Closing the Sale*, *Success and the Self-Image*, *5 Steps to Successful Selling*, *How to be a Winner*, and *How to Get What You Want*.

I distributed these audio books to my sales team during the holiday season and several have already indicated that they were extremely thankful as they expressed the immediate impact that the "5 Steps To Successful Selling" had on their personal and professional lives.

Only buy it if you are ready to be a better person in all aspects of your life.

Classy advice and insights on sales as a personally fulfilling way of life. Zig Ziglar walked the walk, and we're fortunate to have this record of his insights.

good stuff but he uses too many stories and jokes, i wish he would get to the point faster

I have listened to this CD three times and I hear something every time that I missed the first time. I've been incorporating some of these principles in my sales techniques and as well as when I've taught my classes. I looking forward to learning more from Zig.

Very happy with cd & service

Zig Zigler is the best teacher of sales I have ever listened to. This CD simplifies selling like no other.

good read

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

5 Steps To Successful Selling 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) FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible: Best Selling Secrets Revealed: The FBA Selling Guide The Complete Guide to Option Selling: How Selling Options Can Lead to Stellar Returns in Bull and Bear Markets, 3rd Edition (Professional Finance & Investment) FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible - Best Selling Secrets Revealed: The FBA Selling ... , fulfillment by , fba Book 1) Unlabel: Selling You Without Selling Out Selling to the C-Suite: What Every Executive Wants You to Know About Successfully Selling to the Top (Business Books) Ecommerce: FBA - Step by Step

Guide on How to Make Money Selling on | Shopify: Step by Step Guide on How to Make Money  
Selling on Shopify Selling Secrets: How to Make an Extra \$1K - \$10K a Month Selling Your Own  
Products on Buying & Selling Antiques and Collectibles on eBay (Buying & Selling on Ebay) Etsy:  
Ultimate Etsy Strategies For Selling Crafts Online (Etsy, Etsy SEO, Etsy business for beginners,  
Etsy selling Book 1) How to Survive and Prosper as an Artist: Selling Yourself Without Selling Your  
Soul Selling Without Selling Out: Dialogues About the Human Condition Your First E-Commerce  
Marketing Business: Create a Successful E-Commerce Store via Shopify & Online Garage Selling  
(2 Book Bundle) Etsy: Tips, Tricks, and Hacks for Successful Selling on Etsy You Can't  
Teach a Kid to Ride a Bike at a Seminar, 2nd Edition: Sandler Training's 7-Step System for  
Successful Selling (Business Books) You Can't Teach a Kid to Ride a Bike at a Seminar: Sandler  
Training's 7-Step System for Successful Selling (2nd Edition) The New Strategic Selling: The  
Unique Sales System Proven Successful by the World's Best Companies Successful Telephone  
Selling in the '90s Selling 101: What Every Successful Sales Professional Needs to Know

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)