

Brian Tracy On Selling

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13:12 - *Only three things that you do that pay you your desired HOURLY rate - prospecting, presenting, ...

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Brian got the best textbooks on sale from the school of hard knocks, and muddled them up in 400 pages. And still got the point through, in signature comprehensive, motivational, Brian Tracy style. Brian is a top cat!

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have his other books as well because together they give you an approach to success in life and selling. I've read his books the Psychology of Selling, The Art of Closing the Sale and more.

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Brian Tracy is one of America's leading authorities on human potential, personal effectiveness and sales. The head of two companies, he has consulted with more than 500 corporations worldwide. He has had successful careers in sales and marketing, real estate development, importation, distribution, and management consulting.

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