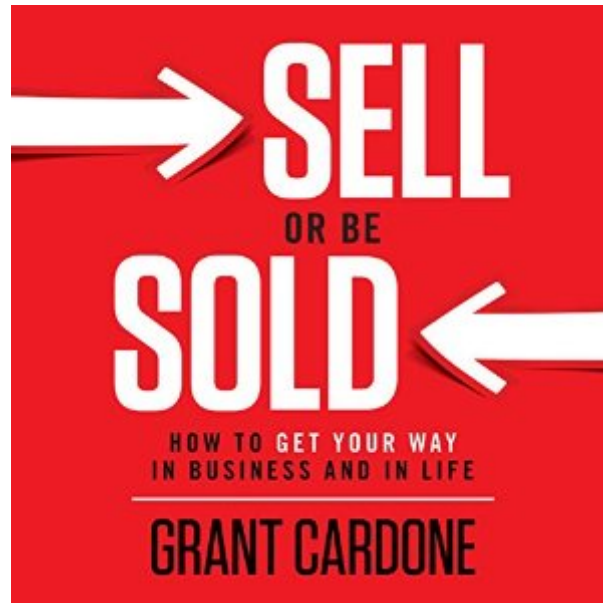


The book was found

Sell Or Be Sold: How To Get Your Way In Business And In Life



Synopsis

Whether it's selling your company's product in the boardroom or selling yourself on eating healthy, everything in life can and should be treated as a sale. And as sales expert Grant Cardone explains, knowing the principles of selling is a prerequisite for success of any kind.

Book Information

Audible Audio Edition

Listening Length: 11 hours and 40 minutes

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Best Sellers Rank: #3 in Books > Business & Money > Marketing & Sales > Sales & Selling #5 in Books > Audible Audiobooks > Business & Investing > Marketing & Sales

Customer Reviews

Top 50 quotes from this latest book by Grant Cardone, which was a very informative and quick read. His style of writing is easy to understand, and he has enthusiasm in his words. Here they are:1. Think of any action in life, and I assure you that there's someone at one end or the other trying to influence the outcome2. The degree to which you can influence the outcome of events in your life is the determining factor of your success3. When I discuss sales in this book, not only am I referring to the professional, paid salesperson, but I'm also covering the everyday use of basic persuasion skills and how to use them to get your way in life4. The skill of sales is so critical to a person's survival that I don't understand why it is not required study at school5. The fact that sales isn't taught in school only further indicates the immense value of those who do learn this skill6. It's my observation that the most important skills needed in life aren't taught in school7. Most books written about sales are about the career of selling and exclude how vital it is to life8. No person will ever gain true power and stature in the world without the ability to persuade others9. Even if selling isn't your career, you should be a professional seller in order to get more out of life10. If you want to get rich, learn how to sell11. The ability to predict is the first thing that happens when you become a professional12. The only reason a person doesn't like what he's doing is because he doesn't know what he's doing13. Most business people are being knocked down by the economy due to their ranking-- their lack of

commitment and not knowing how to sell¹⁴. To the degree that you can predict, you can respond appropriately¹⁵.

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