

The One Minute Sales Person

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The One Minute Sales Person always “ Stays On Purpose ” , which means not simply aiming for goals, but look for something deeper that provides complete self-fulfilment (I know it sounds a bit passé and, well, American, but the message is clear that there is more to life than your pay packet). “ Production minus Sales equals Scrap ”

The One Minute Sales Person Review – Salespodder: because ...

The One Minute Sales Person comes in hardcover format and has 110 pages. It was published by William Morrow Publishing on October 1, 2002. The ISBN is 978-0060514921. As of May 2, 2015 it has 65 reviews on Amazon with an average 4.1 rating. You can order a copy here. Final Thoughts . In summary, I really enjoyed the book The One Minute Sales Person by Spencer Johnson. Overall, I give it a 7 of ...

The One Minute Sales Person by Spencer Johnson: Book Review

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"The One Minute Sales Person" is a book about sales. As the title suggests, the focus of the book is on various activities that you can do in "one minute". There is a lot of emphasis on the 80/20 rule, which says that 80% of the work is achieved by 20% of the effort. Basically it is a book about how to effectively prepare and present a sales presentation. The "one minute" stuff is just a brand ...

The One Minute Salesperson: Johnson M.D., Spencer, Wilson ...

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The One Minute Sales Person

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