



## Lose the Pressure . . . Win the Deals (Paperback)

By Rob Bolton

Rob Bolton, Inc., United States, 2010. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.The 80/20 rule is alive and thriving in sales. Have you ever wondered why only 20 percent of a company's sales force brings in 80 percent of the revenue? What do they do that is different? How can you become one of them? Has your career progression stalled while those around you are experiencing high levels of personal and professional growth? Lose the Pressure. Win the Deals outlines the characteristics, habits, and traits of the most successful sales people--the 20 percent-- and provides a blueprint for those in sales to make an immediate impact with the organizations that they work for, rapidly acquire new clients, build large territories, make more money, and accelerate their career growth.



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