



The 25 Sales Habits of Highly Successful Salespeople

Stephan Schiffman

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An accessible guide to sales habits which provides techniques that are practical, relevant and easy to apply.

The author of *The 25 Most Common Sales Mistakes . . . And How to Avoid Them* teaches salespeople how to demonstrate trustworthiness, turn a customer's objection around, and 23 other proven habits for sales success.

The 25 Sales Habits of Highly Successful Salespeople Details

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Author : Stephan Schiffman

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From Reader Review The 25 Sales Habits of Highly Successful Salespeople for online ebook

Don says

Had to read for work ...

Jordan Thibodeau says

Quick read on basic sales principles. Great refresher for noobie and veterans sales folks.

Ashlee says

I found this book to be well written and a very easy read (I read it in a few hours). It has a lot of common sense points and is good for someone who is just beginning a career in sales.

Dan Pfeiffer says

A good habits refresher.

Efrem says

This book does a good job of explaining how to pay attention to the details as you interact with prospects. It provides good insight in terms of keeping the customer's needs paramount and in terms of seeing yourself as a problem solver for your prospects.

Vlad Kitaynik says

Good for juniors to learn some basics. Pretty ordinary stuff. Take 40 minutes to look it through.

Brandon Bellinghausen says

Helpful for what it is.

Apoorv says

Just started reading...lets see what does it uncovers !!!

Dave says

Great sales book! Lots of really useful tips about how to be a successful professional sales person.

Tina says

There are a lot of tips for people in the sales field. It was really helpful for me and the fact that it was short and sweet made it easier to absorb the information and interpret it into my own.

Lori Grant says

A must-read book on sales for knowledge workers, managers, executives, and entrepreneurs.

Samantha says

My boss asked me to read this as a precursor to easing my job more into the sales realm. I thought most of it was common sense in dealing with people, too much material was repeated, and it was a waste of my time.

Richard Hunt says

The only way you will get any useful info from this book is if you are a mutant french poodle. If you have a few grams of common sense then this book is redundant. If on the other hand you are as dumb as pig shit then this is your sales bible.

Chris says

When I skimmed the chapter titles and content of this book in Kinkos (while waiting for the copier to copy), I realized this book contained all the key elements that I was taught in my corporate job--those elements that are necessary to make the big sales and be successful. This would not be meaningful, except for the fact that the company I worked for was extremely good in training the very best salespeople. So I bought this book as a reminder and I recommend it to people going into business for themselves too. It is practical and true

Jennifer says

this was a "why not" read, I enjoyed it.
