



Warrior Sales Monk: Heart Of A Warrior, Soul Of A Monk, Mind Of A Professional

By Todd Zaugg

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Warrior Sales Monk contains the research and secrets of top performing sales professionals.

Selling is a balance between having a mission, being an empathetic servant, and constantly working on your game!

Prepare yourself with the hidden knowledge of the Warrior Sales Monk.

Over 62 "snack bite" insights that that are combined to help create a personalized performance solution.

Here are some examples of the answers you can find inside:

1. Learn how to read your prospect or customer's mind.
2. Danger! Great customer relationships are putting your business at risk.
3. What are the 4 battery packs for sustained performance?
4. You are losing thousands of dollars by not using this sales process.
5. What should your best day look like?
6. What are the 14 key signs that you should leave your job?
7. Spot the 15 competencies that top performers exhibit.
How do you measure up against those?
8. Find the balance between the warrior and monk in order to increase performance.

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Editorial Review

Review

Todd Zaugg is the real deal. He has made a dramatic impact to our sales organization by taking us from “knowing” to “doing”.

– JAMIE PETERSON, Director of Sales, Boston Scientific

“Todd’s unique insights and disarming style pull participants in and the real world utility of his teachings keep them there throughout.”

– JOHN DAVIS, VP of sales, St. Jude

“Very powerful, and more important, very useful.”

– PHIL LUCEY, AVP, COVIDIEN

“I highly recommend that Warrior Sales Monk sit on the desk of sales professionals at every level, pages dog-eared and coffee-stained, but ready and waiting to offer the advice, backed by real-world testimonials, to get the deal closed and the sale won.” – ERIC TIMKO, CEO, NUEROVASX

Users Review

From reader reviews:

Kathy Hunnicutt:

What do you concerning book? It is not important along? Or just adding material when you require something to explain what the one you have problem? How about your time? Or are you busy person? If you don't have spare time to try and do others business, it is gives you the sense of being bored faster. And you have extra time? What did you do? All people has many questions above. They have to answer that question mainly because just their can do in which. It said that about publication. Book is familiar on every person. Yes, it is suitable. Because start from on kindergarten until university need this Warrior Sales Monk: Heart Of A Warrior, Soul Of A Monk, Mind Of A Professional to read.

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