Think Big And Kick Ass In Business And Life Donald Trump

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geared toward you – the salesperson in the action – whether you are brand new, a multi-millionaire or a candidate for the lead in the Death of a Salesman. The sales game has changed. The tactics used in the past of hammering the deal home do not apply any more. No more “kick ass.” Those sales techniques are LIES.Talk to your friends. Whether they are at a car dealership or shopping for a computer or a new shirt, they hate high pressure, arm-wrestling selling. Today's buyer will walk in a minute.We are in the age of the educated consumer. They have already done the research. They are on line constantly. They know pretty much in advance what they are looking for and what they will have to pay for it.You are competing and your customer has an allocated budget. Consumers buy from people they like and enjoy and it is possible you can get more than your share of that budget. There are few sales books like this who take you and your life into the equation. Written for you by someone who knows where you've been and where you want to go. The question is not whether a consumer will buy what you have to sell. This is the NAKED TRUTH. It is whether they decide to buy it from YOU.

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successful. He even reveals information about reality TV star Mimi Faust from VH1's Love & Hip Hop: Atlanta. One thing is certain: If you are a BIG thinker--whether Democrat, Independent or Republican--this book is definitely a MUST read! With history and fact as his backbone, DaVinci does an impeccable job telling it like it is. Sun Tzu, Machiavelli and Robert Greene would be astonished

Donald J. Trump is an icon: the very definition of the American success story. President-elect, reality-television star, and developer of some of the planet's most prestigious real estate, he's also become one of the world's wealthiest men. Trump is a living example of how thinking BIG and knowing when to back up your opinions aggressively—regardless of what your critics or opponents might say—can help you maximize your personal and professional achievements. In his first political campaign, Trump defeated his opponents by rallying voters nationwide to "Make America Great Again." For the first time ever, you too can learn Trump’s secrets to thinking BIG and kicking ass! Learn: Momentum: the Big Mo. How to get it and how to get it back. Revenge: how and when to get it (and why it's so sweet). "I love you, now sign this!" Why contracts in business and personal life are so important. Real-life stories from people who've applied the think BIG formula in their own lives. These strategies are proven and attested to by those who've learned to think BIG from Donald Trump and found success in their own lives even when the world seems to be against them. Co-authored with Bill Zanker, an entrepreneur who learned these tactics firsthand from Trump, Think BIG and Kick Ass shows you how to bring a winning attitude to everything you do.

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