

Mastering the World of Selling: The Ultimate Training Resource from the Biggest Names in Sales



Of the 17 million people in the U.S. who are involved directly or indirectly in sales, many repeatedly acknowledge facing four major challenges: No prior sales education or training Lack of formalized sales training, resources, and methodologies provided by their companies Due to the recession and downsizing era, lack of 12-18-month professional sales training for new hires provided by Fortune 500 companies A consistent struggle to keep their sales force, distributors, manufacturers reps, and affiliates motivated and focused on effectively selling their products and services Mastering the World of Selling helps companies and entrepreneurs overcome these four major obstacles with candid advice and winning strategies from the leading sales trainers and training companies in the world.

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