

Door-to-Door Millionaire: Secrets of Making the Sale

By Lenny Gray

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Door-to-Door Millionaire: Secrets of Making the Sale By Lenny Gray

Door-to-Door Millionaire: Secrets of Making the Sale contains proven sales methods that work in the harshest sales environments and can benefit readers in any walk of life.

With expert techniques that can improve sales and communication skills of everyone from Fortune 500 sales professionals to strip mall shoes salesmen, this guide teaches readers how to recognize vital nonverbal clues, how to resolve the five most common customer concerns during the sales process, and even includes a homeowner's guide on **how to effectively get rid of door-to-door salespeople**. These strategies and methods shed light on how door-to-door sales reps generate hundreds of millions of dollars annually. Filled with real-life examples of how these cutting edge strategies can lead to success, this guide will teach readers everywhere the principles needed to be most effective in sales and everyday life.

Door-to-Door Millionaire instills invaluable and extraordinarily effective sales principles to readers everywhere. Not just for door-to-door sales reps, this informational resource can be used by anyone looking to improve their sales or communication skills with others. The first book of its kind to specifically list door-to-door sales techniques, this resource utilizes established techniques that can work even in the most hostile sales environments and can benefit readers in any industry. Exceptionally useful and applicable toward a diverse range of scenarios, this enlightening resource will help readers everywhere maximize their potential.

Author Lenny Gray has had a long and successful career in the door-to-door sales industry. Along with running his own companies, Gray has consulted for a variety of other businesses, and has taught his sales techniques and methods to a multitude of audiences. With thousands of accounts sold for various industries throughout the United States, he has used his successes to personally provide on-the-door training to hundreds of sales reps, many of whom have continued on to become very successful in their careers as accountants, attorneys, engineers, physicians, teachers, business owners, and sales professionals.

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Door-to-Door Millionaire: Secrets of Making the Sale By Lenny Gray Bibliography

- Sales Rank: #57735 in Books
- Brand: Brand: CreateSpace Independent Publishing Platform
- Published on: 2013-04-24
- Original language: English
- Number of items: 1
- Dimensions: 8.00" h x .63" w x 5.00" l, .60 pounds
- Binding: Paperback
- 250 pages

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