



**Front of the Class to Top of the Sales Rankings:
Practical advice for college graduates starting their
sales career from 35 of the top sales professionals
in the world.**

Brian Calderone

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A must read for any college graduate starting their sales career or for anyone new to the sales profession. This unique book is full of valuable advice from thirty-five of the top sales professionals in the world. It covers thirteen essential topics that are critical components to a successful sales career.

Everything that you need to know for a lucrative sales career is not taught in college or in sales training courses. Don't make the mistake of wasting your valuable time and money by waiting to realize what you don't know yet. The practical advice that you need is all right here and is available to you now. Regardless of the industry or type of sales that you are in, this book is the resource that you need to ensure success.

This unique book is broken into chapters divided by two sections or "semesters". The first semester covers valuable business basics, such as interviewing, training, organization, time management, and communication. The second semester focuses on sales topics, including sales funnels, prospecting, cold calling, objections, presentations, pricing, closing, and account management. Each chapter includes quotes and advice from top sales professionals from across the globe. All quotes were written exclusively for this book and provided voluntarily to help benefit the next generation of sales professionals. The advice is based on their own sales careers, experiences, triumphs, and mistakes. This is your opportunity to be mentored by and learn from the best in the business. Follow their footsteps and start traveling on the less traveled path to extraordinary sales success and financial rewards. Take advantage of this opportunity to learn from the best and build a strong foundation for your career.

Why are some sales professionals so much more successful than others? What makes them different and allows them to stand out from the rest? What is it specifically that makes these individuals so effective and efficient in what they do? What are their secrets to success? For the first time, the answers to these and other questions are available to you in the form of this valuable resource. You've selected a career that can be both challenging and rewarding. The path to sales success and financial rewards starts right now. Start your own exciting journey from the "Front of the Class to the Top of the Sales Rankings".

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