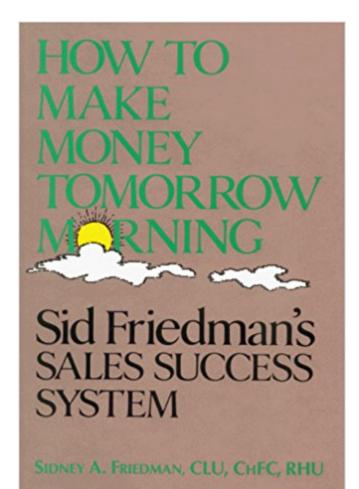
The book was found

How To Make Money Tomorrow Morning





Synopsis

This is the book - already a classic in sales literature - that provides readers with absolutely all the fundamentals of successful selling in less than 200 pages. Starting the day you acquire this book, you can put the 150 sales trade secrets to work in your career... and you can start making money immediately. Through the book, Sid helps readers determine what they want out of life, how to create a plan of action that will really work, and how to develop the habit of winning and the discipline to put it all together.

Book Information

Hardcover: 166 pages Publisher: Dearborn Trade Pub (January 1, 1992) Language: English ISBN-10: 0793102928 ISBN-13: 978-0793102921 Product Dimensions: 0.5 x 6.2 x 9.2 inches Shipping Weight: 7.2 ounces Average Customer Review: 5.0 out of 5 stars Â See all reviews (3 customer reviews) Best Sellers Rank: #1,065,291 in Books (See Top 100 in Books) #123 in Books > Business & Money > Insurance > Life #206 in Books > Business & Money > Insurance > Business #2787 in Books > Business & Money > Marketing & Sales > Sales & Selling

Customer Reviews

Sid Friedman has been a success for much longer than I have been in the workplace. As an insurance salesman, manager and trainer, he has done everything with class and style. Sid doesn't just give the usual sales "pep talk" about attitude and positive thinking, but also very, very practical words of wisdom that can, if you just DO them, help you "Make Money Tomorrow Morning". Of particular help is how he also gives examples from his own office of how people who had little or no success, exceeded their own expectations by using the techniques in this book. Added to that, his realistic view of how older adults just entering the business can add to their success keeps the world in perspective. Buy it, read it and do it. You won't be sorry.

Good read

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