

The One Minute Sales Person

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The One Minute Sales Person always "Stays On Purpose", which means not simply aiming for goals, but look for something deeper that provides complete self-fulfilment (I know it sounds a bit passé and, well, American, but the message is clear that there is more to life than your pay packet). "Production minus Sales equals Scrap"

The One Minute Sales Person Review - Salespodder: because ...

The One Minute Sales Person comes in hardcover format and has 110 pages. It was published by William Morrow Publishing on October 1, 2002. The ISBN is 978-0060514921. As of May 2, 2015 it has 65 reviews on Amazon with an average 4.1 rating. You can order a copy here. Final Thoughts . In summary, I really enjoyed the book The One Minute Sales Person by Spencer Johnson. Overall, I give it a 7 of ...

The One Minute Sales Person by Spencer Johnson: Book Review

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"The One Minute Sales Person" is a book about sales. As the title suggests, the focus of the book is on various activities that you can do in "one minute". There is a lot of emphasis on the 80/20 rule, which says that 80% of the work is achieved by 20% of the effort. Basically it is a book about how to effectively prepare and present a sales presentation. The "one minute" stuff is just a brand ...

The One Minute Salesperson: Johnson M.D., Spencer, Wilson ...

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The One Minute Sales Person

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