



The One Minute Sales Person

By Spencer Johnson, Larry Wilson

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Behind every sale is a person. With Spencer Johnson's extraordinary One Minute methods, you can profit immeasurably by helping others to get what they want. This clear, easy and invaluable guide is the tool you need for personal well-being and financial success. It makes you feel good about selling and about yourself... and it really works!

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The One Minute Sales Person By Spencer Johnson, Larry Wilso Bibliography

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Editorial Review

From Publishers Weekly

The nameless protagonist of this slender motivational parable originally published in 1984 suffers from the existential predicament of the salesman: "the quiet fear of rejection" caused by the nagging suspicion that "the customer did not want to buy the product." From a succession of sales gurus he learns the One Minute secret-it's not selling, it's "helping people...to feel good about what they buy." Johnson, author of the business mega-seller *Who Moved My Cheese?*, offers practical suggestions ranging from sensible (treat customers like people, listen carefully to their needs, use after-sale calls to generate good will and referrals) to questionable (use one-minute positive-thinking rituals to visualize successful sales calls) to sort of depressing (paste sales goals beside your shaving mirror). The "eighty/twenty rule" is paramount: "Eighty percent of our results are produced by about twenty percent of what we do." Unfortunately, the book embodies this rule a little too well: about twenty percent is truly solid advice, while eighty percent feels more like filler ("The man took out his notebook to record what he sensed was going to be useful information") padded further with extra-large type.

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Review

"Follow the wise advice in this great book and become the great sales person of your dreams!" -- *Og Mandino, author of The Greatest Salesman in the World*

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"This book can quickly help a person increase his or her income." -- *Frank Santo, National Sales Manager, Household Products 3M company*

From the Back Cover

In this newly released edition of one of his classic books, *The One Minute Sales Person*, Spencer Johnson, the author of the number one New York Times bestseller *Who Moved My Cheese?*, shows you how to sell your ideas, products, or services successfully! This is the book that has proved to be a must-have for the millions of people who were looking for the quickest way to improve their selling skills.

In these changing times, Spencer Johnson, coauthor of *The One Minute Manager*®, shows you how the phenomenal One Minute® methods can bring real and lasting sales success with the least amount of time and effort. You will learn how to enjoy your job and your life more as you discover the effective secrets of "self-management," the integrity of "selling on purpose," and the liberating "wonderful paradox" of helping others get what they want so you can get what you need.

The One Minute Sales Person is a clear, easy and invaluable guide that works for both you and the people you sell to, for your financial prosperity and personal well-being.

In short, it is a classic Spencer Johnson bestseller that can help you enjoy more success with less stress.

Users Review

From reader reviews:

Lanita Hill:

The event that you get from The One Minute Sales Person could be the more deep you digging the information that hide in the words the more you get thinking about reading it. It does not mean that this book is hard to know but The One Minute Sales Person giving you joy feeling of reading. The writer conveys their point in certain way that can be understood simply by anyone who read it because the author of this reserve is well-known enough. This particular book also makes your personal vocabulary increase well. That makes it easy to understand then can go along, both in printed or e-book style are available. We highly recommend you for having that The One Minute Sales Person instantly.

James Nadler:

Spent a free time and energy to be fun activity to complete! A lot of people spent their down time with their family, or their particular friends. Usually they doing activity like watching television, going to beach, or picnic from the park. They actually doing same task every week. Do you feel it? Do you need to something different to fill your current free time/ holiday? Can be reading a book could be option to fill your free of charge time/ holiday. The first thing that you'll ask may be what kinds of guide that you should read. If you want to try out look for book, may be the book untitled The One Minute Sales Person can be very good book to read. May be it is usually best activity to you.

Lewis Tuggle:

The actual book The One Minute Sales Person has a lot info on it. So when you make sure to read this book you can get a lot of profit. The book was published by the very famous author. The author makes some research before write this book. This particular book very easy to read you can obtain the point easily after scanning this book.

Jennie Groth:

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