



The Sales Professionals Playbook: Beyond a Sales Person is a Sales Professional (The Playbook Series)

By Nathan Jamail

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Being a professional sales person is a noble profession. Professional sales people help individuals and organizations make some of their most important decisions. Success in sales takes talent, skills, discipline, practice, and most importantly, honesty with a genuine concern for the client. Experienced sales professional and entrepreneur Nathan Jamail has developed a playbook of techniques and best practices that have allowed thousands of sales professionals to find success. The Sales Professional's Playbook is designed to be straightforward, easy to read, and simple to understand. The ability to execute the skills and programs outlined takes a sales professional who is willing to prepare and practice, which allows persuasion to be a thing of the past. Mastering these professional selling skills will improve confidence, skills and abilities, and professionalism, and increase sales and profits. Don't wait for something to happen or someone to do something. Take control of your success and make the call!

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Editorial Review

Review

Nathan's methodologies and strategies are true differentiators, if you want to execute for your customer and your career. He puts all of the pieces together in a highly effective and intelligent way. Great analogies, fun to read, and motivating! He cuts to the point and gives you the insight and thought process needed for true execution on Sales Excellence & Success! If you follow Nathan's process and make a true commitment to excellence, then he will show you what to start doing immediately and more importantly, what to stop doing! Keep it on your desk and put it in your travel bag! Nathan's book goes beyond conventional wisdom and cuts through all the sales clichés and pitfalls. His sales process is all about attitude, passion, intelligence and execution! Nathan will entertain, motivate and inspire action in his new book. It has become a pre-game ritual for me prior to leading sales calls and team meetings. --Joe Lohmeier Cisco Systems

As all professional sales leaders do, we are always looking for the perfect sales book to guide our teams to optimum performance. I, like you, own and have read hundreds of sales books. Out of those hundred, I bet I really only gained a handful of useful strategies for me to use and for my team to use. Over a year ago, I saw Nathan Jamail's book *The Sales Leaders Playbook* on the shelf at the DFW airport. I read the table of contents, bought the book immediately hoping this is the book. I got on the plane and had the book finished by the time I landed. I can't say enough about that book and my team now uses it as our guide for coaching our sales force. So, now, this new book of his *The Sales Professional's Playbook*---I am just as impressed with it and will be purchasing one for each sales professional on my team. Nathan gets it---really gets it. The information he provides can be immediately acted on, it is sensible and it works. If you only buy one book, let's make that two, be sure to purchase his *The Sales Leaders Playbook* and this book *The Sales Professional's Playbook*. You will be energized and immediately move into action to grow as a Sales Professional. That is what we are, don't you know! --Marian Staton

"What Nathan Jamail has done in 'The Sales Professional's Playbook' is knock the legs right out from under some of the myths around what works in selling. I love Nathan's no-nonsense approach to getting to the absolute core skills and strategies that drive sales success. This book is truly a 'no fluff zone' - with nothing but solid ideas that you can (and should) put to use immediately. Buy this book now and hope that your competition doesn't!" --Joe Calloway, author, *Becoming A Category of One*

About the Author

Nathan Jamail has been setting records and leading teams in the field of sales for the past two decades as a sales professional and sales leader. As well as being a nationally renowned author of *The Sales Leaders Playbook* (a top-selling business book), motivational speaker, and trainer, he is the owner of several successful small businesses. He has been involved in training, coaching, and mentoring thousands of sales professionals across various industries throughout the United States. Nathan's passion, energy, and leadership have become the center of his success and the success of those around him. He is known as an invincible sales leader with the ability to take the lowest producing areas of the country and build exemplary sales teams. His coaching, training programs, workshops, and keynotes have helped organizations increase their productivity by up to 300%. His articles on leadership and professional selling skills are frequently featured in publications nationally and internationally.

Users Review

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Eloise Torres:

This The Sales Professionals Playbook: Beyond a Sales Person is a Sales Professional (The Playbook Series) book is simply not ordinary book, you have it then the world is in your hands. The benefit you have by reading this book is information inside this reserve incredible fresh, you will get data which is getting deeper you actually read a lot of information you will get. This The Sales Professionals Playbook: Beyond a Sales Person is a Sales Professional (The Playbook Series) without we comprehend teach the one who looking at it become critical in considering and analyzing. Don't end up being worry The Sales Professionals Playbook: Beyond a Sales Person is a Sales Professional (The Playbook Series) can bring any time you are and not make your tote space or bookshelves' come to be full because you can have it within your lovely laptop even cellphone. This The Sales Professionals Playbook: Beyond a Sales Person is a Sales Professional (The Playbook Series) having great arrangement in word in addition to layout, so you will not feel uninterested in reading.

Allen Scheiber:

The book untitled The Sales Professionals Playbook: Beyond a Sales Person is a Sales Professional (The Playbook Series) contain a lot of information on the idea. The writer explains the woman idea with easy approach. The language is very straightforward all the people, so do not necessarily worry, you can easy to read it. The book was authored by famous author. The author brings you in the new era of literary works. You can actually read this book because you can continue reading your smart phone, or gadget, so you can read the book in anywhere and anytime. If you want to buy the e-book, you can open up their official website and also order it. Have a nice examine.

Monika Cunniff:

This The Sales Professionals Playbook: Beyond a Sales Person is a Sales Professional (The Playbook Series) is brand-new way for you who has attention to look for some information mainly because it relief your hunger associated with. Getting deeper you into it getting knowledge more you know or else you who still having tiny amount of digest in reading this The Sales Professionals Playbook: Beyond a Sales Person is a Sales Professional (The Playbook Series) can be the light food for yourself because the information inside this particular book is easy to get simply by anyone. These books produce itself in the form that is reachable by anyone, sure I mean in the e-book form. People who think that in book form make them feel sleepy even dizzy this publication is the answer. So there is absolutely no in reading a book especially this one. You can find what you are looking for. It should be here for you actually. So , don't miss the idea! Just read this e-book variety for your better life as well as knowledge.

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