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It's time to reinvent your sales life...Your sales career is good, but not great. Your customers like you but don't love you. Every potential customer does not want to talk to you (the salesperson), even if they need your product or service. You keep reading the same sales books and listening to the same CD's and podcasts. Everyone is telling you to do the same old things. You're ready to make a change. In his trailblazing and wonderfully refreshing book, Allan Langer takes on the outdated, overused and utterly ineffective sales philosophies of the past and kicks them to the curb. Today's customer's do not want a sales pitch, do not want to be coerced, and absolutely do not want to be "closed." In this book, you will learn: To sell more than you ever have in your career; to sell customers a product or service and actually feel good about yourself doing it; and to never use a "sales pitch" again. The 7 Secrets is your GPS with a new destination, a new route that will take you from where you are now, to a new place on your personal map that will change your life and the life of your loved ones. It will also change the life of your customers, as they will go from hating salespeople, to only wanting to do business with you. Whether you are brand new in the profession, or a seasoned

veteran, *7 Secrets* will be the best investment you can make in your career, and in yourself.

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