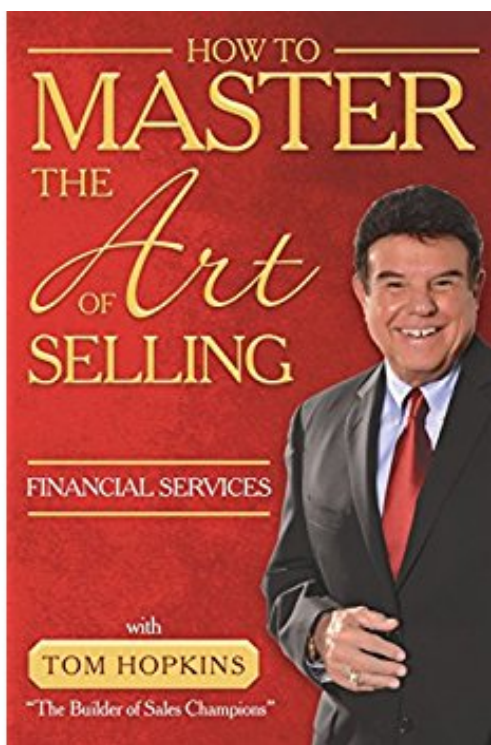


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Synopsis :

Review "Tom Hopkins is a dynamic, ethically sound sales trainer with a rich background of personal and business success. His methods and techniques are practical, field-tested, and effective." --Zig Ziglar --This text refers to the Hardcover edition. Read more About the Author Tom Hopkins is world-renowned as The Builder of Sales Champions. His selling skills and sales strategies have helped millions of sales professionals and business owners in industries from A to Z to serve more clients, make more sales and earn millions in income. Tom got his start in real estate sales when he was just 19 years of age. After an initial period of abject failure, he started learning the communication skills that made him the #1 real estate agent in the US within 7 years. Since 1976 he has been teaching others his simple, yet powerful strategies and tactics through live events, books, CDs and video. His client list includes the likes of AFLAC, 24 Hour Fitness, Best Buy, State Farm Insurance, and many others. He also offers live public seminars in cities throughout the world. Tom has authored 18 books including: How to Master the Art of Selling, Selling for Dummies and his latest release, When Buyers Say No. Read more

Reviews :

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