

THE PATTERSON PRINCIPLES OF SELLING



32.5 century-old proven sales strategies
created by John Patterson,
the father of American salesmanship,
that are more powerful and relevant today
than they were 100 years ago

revived and revised by

JEFFREY GITOMER

the modern leader of salesmanship
author of *The Sales Bible*

Patterson Principles Of Selling

Jeffrey Gitomer, Jeffrey H. Gitomer

A red circular graphic with a gradient, appearing as a partial circle or a thick arc, located to the right of the author's name.

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The Patterson Principles of Selling Jeffrey Gitomer, 2004-04-16 More than thirty proven sales strategies from John Patterson the father of American salesmanship People don't like to be sold but they love to buy Jeffrey Gitomer likes to say And he's been saying it for years When Gitomer began his research for this book he discovered a quote by John Patterson founder of National Cash Register that was amazingly similar If the prospect understood the proposition he would not have to be sold he would come to buy After discovering the similarities in their philosophies Gitomer developed 32 5 principles of selling based on Patterson's ideas These principles capture the essence of what Patterson preached 100 years ago with twenty first century adaptations and concepts for implementing his sales strategies Patterson was the first to write a sales book on dealing with objections the first to create and use a sales training tool and the first to refer to prospects as probable purchasers And it was Patterson who created the demand for a receipt now one of the most powerful pieces of paper in the world Each principle includes a quote from Patterson one quote from Gitomer and an occasional quote from another relevant person Icons after each principle help readers understand how to think about the concept and adapt it to their needs and how to turn that concept into action The Patterson Principles of Selling are easily understood and just as applicable today as they were when Patterson developed them to sell cash registers They offer a proven commonsense approach to the sales process that will give salespeople the key to success today tomorrow and forever Jeffrey Gitomer Charlotte NC is a leading authority on sales and customer service whose clients include BMW Caterpillar Coca Cola and Hilton Hotels among others He is also the author of the popular syndicated weekly column Sales Moves read by more than 3 5 million people across the United States and Europe

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You ll learn tips to improve how you relate to everyone from clients to coworkers and even how to coordinate your sales team more effectively The result More sales both short term and long term and a stronger bottom line **On Your Own!** Brannon Poe,2016-11-07 Going solo doesn t have to be a game of trial and error Careful planning can make it one of the most rewarding decisions of your accounting career Now in its second edition and revised by author Brannon Poe this book leads new solo practitioners through each stage of creating your own firm bringing your vision to reality and nurturing your practice to make that reality a success Follow each of the book s five parts as it takes you chronologically from start to success Each chapter is rich with strategies as well as stimulating follow up questions that will help you define your goals and plans drawing you to careful consideration of important factors such as Creating concise mission and vision statements Establishing goals standards attitude and skills that reflect a successful practitioner Anticipating financial needs Defining family involvement Shifting from employee to owner Understanding potential stumbling blocks Advancing your practice with a specialty Deciding whether to buy a practice Choosing a form of organization for your practice Building client relationships Keeping a focus on the future And much more **Get Sh*t Done** Jeffrey Gitomer,2019-11-06 Discover the lost secrets of accomplishment and achievement Do you want to do more accomplish more Of course you do everyone does So what s stopping you Get Sh t Done not only shows you what s preventing you from daily achievement it provides the tools and the strategies to help you get to where you want to be Get Sh t Done is much more than just the title of this book it s the method that unlocks the secrets of accomplishment and achievement the GSD Secret Formula In this book you will learn to identify and implement the elements of superior productivity eliminate the causes of procrastination and achieve the best possible outcomes in business and in life This valuable guide gives you a comprehensive step by step plan for achieving maximum productivity Bestselling author and King of Sales Jeffrey Gitomer guides you through each aspect of the GSD process from attitude desire and determination to goals productivity resilience and fulfillment Engaging and easy to read this book shows you how to discover the best ways to invest your time into productive and profitable actions and feel great about your achievements Using the proven immediately actionable GSD Formula you re on your way to Doubling your achievements your work habits and your income Implementing simple shifts and simple actions that increase positive outcomes Recognizing the early warning signs of procrastination and reluctance Eliminating the major GSD distractions that hold you back Discovering how to select set and achieve your goals Get Sh t Done The Ultimate Guide to Productivity Procrastination Profitability is a must have resource for anyone who wants to never again say I ll do it later and just get it done *Jeffrey Gitomer's Little Gold Book of YES! Attitude: New Edition, Updated & Revised* Jeffrey Gitomer,2018-01-16 Every person in the universe wants to hear YES Every business and sales winner wants to hear one word YES Having and maintaining a YES Attitude that s powerful enough to help anyone achieve the impossible is possible When you ve got a YES Attitude you assume everything will start with YES and you ll find a way to YES even when the first second and third answer you hear is

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