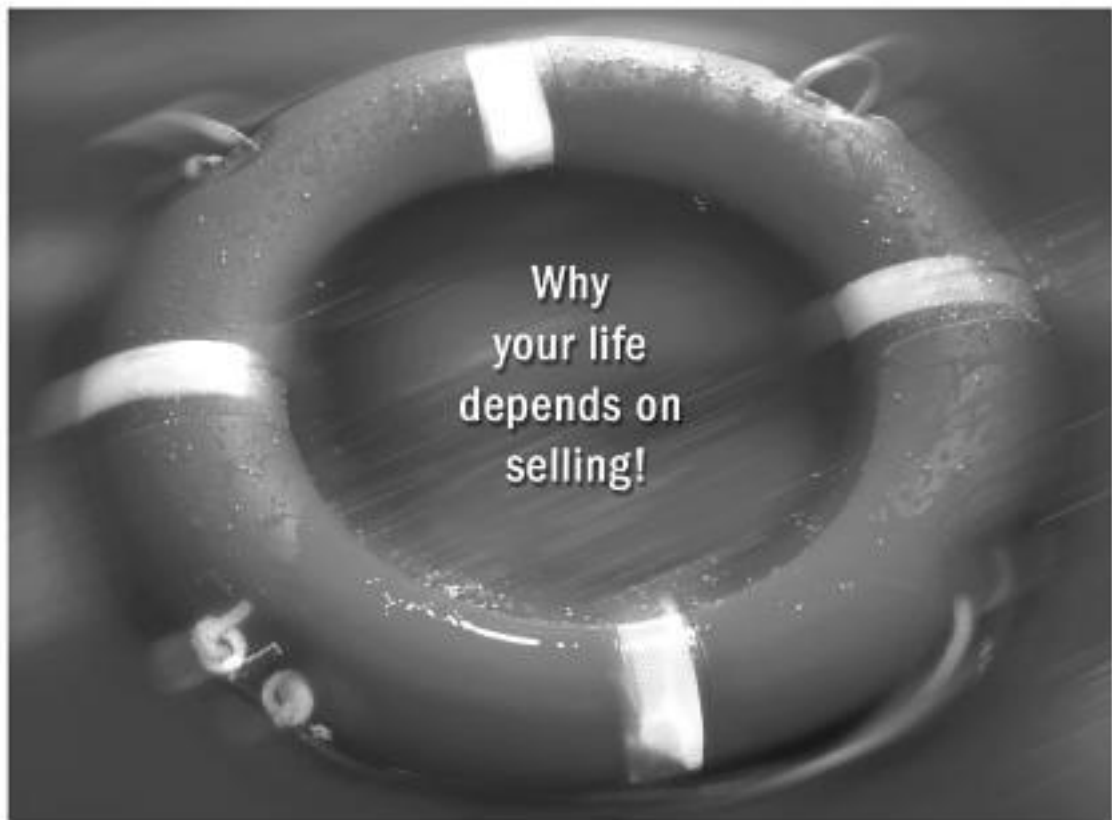


SELL TO SURVIVE



TO: _____

FROM: _____

Published by Card1 Publications, Inc.

Sell To Survive, Grant Cardone, Grant Cardone, 2008, 1607252511, 9781607252511, . .

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Arborphone sales plan a scientific system of radio merchandising as applied to the 1927-28 Arborphone line, Consolidated Radio Corporation. Arborphone Division, 1927, Technology & Engineering, 49 pages. .

Contract with America the bold plan by Rep. Newt Gingrich, Rep. Dick Armey and the House Republicans to change the nation, Newt Gingrich, Ed Gillespie, 1994, Political Science, 196 pages. Includes the contract, explains the contract, and replaces myths about the plan with facts.

The Closers, Part 1 , Jim Pickens, Mar 1, 1989, Business & Economics, 280 pages. The keystone of Gay's world-famous series of books, first published in 1980, is a complete reference on closing sales and a guide to new sales presentations in today's

The New Boss How to Survive the First 100 Days, Peter Fischer, 2007, Business & Economics, 175 pages. Political observers have long attached a near-talismanic status to the first 100 days of a new administration. For an executive taking the new role as a corporate leader, the

Reminiscences of the Cuban revolutionary war , Che Guevara, Ernesto Guevara, Victoria Ortiz, Dec 1, 1998, History, 269 pages. "Guevara left behind him writing that will endure among the best of revolutionary literature . . . Not only is this book a step-by-step account of the revolution-within-a

BrahmĎ"ĎfĎ±â,,-â€ĳĎ±Ñ"ĎCEa SĎ"ĎfkĎ±â,,-Ď"Ď"ĎftĎ±â,,-Â-Ď"Â«lkĎ"Ďf , Danavir Goswami, 2003, Hindu cosmology, 514 pages. .

Final Crisis , Grant Morrison, Jun 16, 2009, , 352 pages. Best-selling writer Grant Morrison (BATMAN, ALL-STAR SUPERMAN, JLA) and critically acclaimed artist J.G. Jones (52, Wanted) redefine what it means to be a modern day Super Hero

JLA new world order, Grant Morrison, 1997, Comics & Graphic Novels, 96 pages. When the Justice League of America sets up headquarters on the moon to protect the Earth, they are surprised to discover the first threat is from another planet..

The Insiders' Guide to Relocation , Beverly D. Roman, Jun 1, 1996, , 192 pages. .

Up Your Bottom Line Featuring the Abc, 123 Sales Results System, Robert Urichuck, Bob Urichuck, May 1, 2001, Business & Economics, 189 pages. Our global marketplace is heating up. Competitors are appearing out of nowhere, and expectations are high. In today's market, both the business owner and seasoned sales

Sell like a pro the secrets of consultive selling, Sherrill Y. Estes, Jan 1, 1989, Business & Economics, 191 pages. Suggests a new approach to sales, explains how to build good relationships with customers, and tells how to become a better salesperson.

Super joints Russian longevity secrets for pain-free movement, maximum mobility & flexible strength, Pavel Tsatsouline, 2001, Education, 99 pages. Demonstrates a combination of exercises aimed at improving posture, flexibility, and strength inspired by a famed Russian's mobility drills..

Car Wreck How You Got Rear-Ended, Run Over, & Crushed by the U. S. Auto Industry, Mark Ragsdale, Jan 4, 2010, Business & Economics, 235 pages. A car dealer shares his insider secrets on how you can dodge the financial pitfalls, avoid the emotional pain, and actually enjoy your car-buying experience!.

Sales , Robert L. Jordan, William D. Warren, 1992, Business & Economics, 461 pages. The casebook provides detailed information on sales. The casebook provides the tools for fast, easy,

on-point research. A part of the University Casebook Series® it includes

The ability to sell others is as critical to your success as food, water and oxygen is to life. While you may think that an exaggeration, every person on this planet is required to sell others on their ideas to advance themselves and their goals. The skill of selling is a MUST for promoting yourself, your business and your ideas. While many think that if they do a better job and work hard they will get raises and promotions. The facts prove otherwise though, as the only people that are getting promoted in life are those that are able to most successfully sell their ideas to others. It is said that the number one reason a business fails is a shortage of capital, but the reality is that business fails because of the inability to sell ideas, products and services to the public in quantities great enough to insure its success.

While this book will be read by millions of career sales people it is written for those that do not consider themselves sales people but who want to achieve more success in their life. This book is about how to get more done in your life through selling and to show the reader how success is impossible without understanding the concepts of selling. You will be introduced to incredibly simple ways to sell any product or idea to anyone at any time. You will learn how to get others to buy in and agree with your ideas and get behind you and help you.

You will learn strategies that will insure you are successful in life and show you exactly how to get to where you want to go. You will know how to eliminate confrontation and end disagreements with just words and your attitude. You will be shown what the "greats" do to be persuasive, the only reason people don't like sales, how to predict what others will do and say, how to build trust, how to separate yourself from the average, why your prospect gets weird around money, how to "hard sell" without using pressure, the two single most important steps to success in sales and much much more.

"Sell To Survive truly separates itself from any other sales manual, or self-help books. It quickly cuts to the root of the sales phenomenon and is not just about selling a product or service; it's about people and life. This book gives you a foundation to live life on your own terms. It clearly defines the difference between price, people and passionate service. This a must read for anyone who wants to succeed in life."

Grant Cardone is being called "the entrepreneur for the 21st Century". Starting from modest beginnings, he is now the founder and owner of three multi-million dollar companies: a successful software company, a sales training and consulting business, and a real estate company with a portfolio valued at over 100 million dollars. Cardone also speaks internationally to industry leaders, managers, CEOs and entrepreneurs on sales, money, finance, business strategies and business expansion.

The author of Sell To Survive, Cardone's first book stresses the importance of selling to any career. Sell To Survive is rapidly becoming a survival manual for business executives, sales representatives, entrepreneurs and small business owners. It is the definitive book on how to survive in any economy. "While the business schools suggest that undercapitalization is the number one reason a business fails," says Cardone, "the ONLY reason a business or individual actually fails is the inability to sell their products, services and ideas in quantities great enough to fund the company or individual."

This book just hypes up grant cardones personal evaluation of how sales have influenced his life and why sales is important in everyday life. But the author fails to teach any sales strategies, tactics or lessons. Chapter after chapter I'm waiting for grant to say if "X" happens you handle it by doing "Y"

This is a great book that helps you get the proper mentality to help you be the best sales person that you can be! I have read this book a few times, and every time I learn something new. I personally consider this book, and the author, a must read for anybody that is serious about being the best you

can be!

I attended a Grant Cardone sales seminar a few years back and was instantly hooked on his sales philosophy. I was pumped to find many of those thoughts and more in his first book. If you want to learn what it takes to excel in the business world (sales especially), this is the book for you. You'll want to read this, take notes, and refer to it over and over. Great for a daily dose of sales motivation. If you take "massive action" using Grant's proven sales philosophy, you will be unstoppable. Buy this book for yourself, your sales team, and your family and friends TODAY!!

This book is so clear and understandable. I have been sharing it with others as I have been reading each chapter. We are just finishing up reading the whole book and are making a game plan to implement all Mr. Cardone has talked about especially the "Power Base". This is where we need to go back too!!!

The United States has just survived the worst recession in 100 years, and in order to not only survive, but persist through any economic situation, you have to be able to SELL. If you want to take care of your family, you have to be able to SELL. If you want to be successful, you have to be able to SELL.

As an employee of Lithia, I'd like to personally thank you Grant. Your material has broken me of a middle-class, just enough mindset. In addition to your virtual training I've purchased 3 of your books and I get something from all of them. You've moved me beyond just sales training and taught me to change my complete mindset. Thanks again and keep ballin'!

22 www.grantcardoneblog.blogspot.com 22 34 Any questions ability to persuade ability to sell amateur author suggest basic closing techniques basic persuasion skills best salespeople business fails buying apartments can't chiropractor confident applicant hands culture today depend didn't dreams ensure a person's exclude basic selling false data fancy resume film directors formal education full of false grades and resumes Grant Cardone idea images involved in selling marketplace marriage mortgage broker needed basics negotiate successfully number one reason partner person would exclude person's ability person's position planet is involved plumbing leak polyester problem profession professional prom night reason a business relies on selling Salespeople Drive salesperson Sell to Survive seventeen years getting skills will better sold someone stock broker successfully and convince taught in school tell There's no guarantee thing called selling told truth urban legends wife constantly asks won't worker bee world stops turning Write down three you'll

Oh Yeah, I just finished reading this book a few weeks ago. Grant is an awesome writer and I learned lots from reading his book! Just can't remember it all at the moment. Darn I really need to start taking notes when I read... One of the things that I really learned from Grant is that I have been brainwashed into thinking the way I think and that I have to retrain my brain to think positive instead of negative. He also said that I have to stay away from negative people because the deprogram me i...more Oh Yeah, I just finished reading this book a few weeks ago. Grant is an awesome writer and I learned lots from reading his book! Just can't remember it all at the moment. Darn I really need to start taking notes when I read... One of the things that I really learned from Grant is that I have been brainwashed into thinking the way I think and that I have to retrain my brain to think positive instead of negative. He also said that I have to stay away from negative people because the deprogram me instead of inspiring me. One of the things that I really remember is that Grant pointed out this thinking....we've all heard money doesn't grow on trees.... and so that's what we say over and over and over again.....BUT... money is paper and paper does come from trees so MONEY does grow on TREES !!!(less)

I am a NY Times Best Selling Author, internationally-recognized Sales Training Expert, Business Coach, and the Founder and CEO of 3 businesses: Cardone Training Technologies, Cardone Group, and Twin Capital Management. You may have seen me as the star and co-executive producer of a show, called TurnAround King.

In addition to speaking internationally to individuals, companies, and industry leaders on sales effectiveness, negotiating strategies, business development and business expansion, I am a regular contributor to networks including, Fox News, MSNBC, CNBC, Huffington Post, Business Week's Business Exchange, The Wall Street Journal, CNN, Reuters, CNBC, Today Show and over 600 radio shows.

I have also authored a number of business and motivational audio and video programs; The Rules of Success Motivational Program, Control Without Confrontation, 21st Century Selling, Maximizing Every Opportunity and a customized program for the auto industry called The One a Day Sales and Management Program.

Super Investor, Billionaire and Master Sales Person Warren Buffett sanely states on his recent CNBC interview, "During times like these the most valuable asset you have is your skills and abilities." If you haven't seen the interview watch it because it will give you a sane approach and solution to how to survive and prosper.

Mr. Buffett thinks in futures not in the havoc of the moment and takes every opportunity to "sell" the products, services and enhance the value of the companies he owns. He is the perfect example of someone that doesn't see selling as something you do as much as something that has to happen. Watch the interview and you will see what I mean. He is not a frantic, high-pressure fast-talking sales guy, but he does take every opportunity to promote his products and add value to the companies he invests in.

Warren Buffett knows that selling is basic to business and survival. Without selling products and services the company value diminishes and the same holds true for individuals. Whether its American Express, Coca Cola, Wells Fargo, See's Candy, Wal Mart or GE if the company is unable to sell its products and its value it will diminish. Why does a billionaire continue to promote, market and sell the value of the companies he has major stakes in? Because even the richest man in the world knows that the financial solvency of a company or household is dependent upon selling the products, service and value of that company.

Every household in America needs to take heed of Mr. Buffett as he embraces selling as a survival skill for creating the future you want. From my book Sell to Survive, "Selling is as important as water, oxygen and food and is an innate ability to every person. Contrary to popular belief this skill is not limited to just some. This ability has only been lost because of the way we are educated and socialized and it can be easily rehabilitated."

American has developed a disdain for selling when this is the one single thing you cannot avoid if you want to have money in the bank! Every major problem people are having; from job loss to bankruptcy can be traced back to the inability to sell yourself, your products and your services. Show me a company or individual failing and I will show you someone having difficulty selling their products and services or their personal value to the marketplace. You cannot manage, organize, save or plan your way out of the current economy, you can only sell to survive this!

The tighter the economy gets the more this skill is needed. Remember what Buffet said, "During times like these the most valuable asset you have is your skills and abilities." The largest legal firm in the country just laid off 20% of their lawyers and I assure you those that got laid off had one thing in common; the inability to bring in revenue (sell).

This Audio program, Sell To Survive, is Grant Cardone himself reading his ground-breaking book. Not only does he give a FULL reading of the book, but he also adds commentary and guides the listener through tests at the end of each chapter. This program is designed to engage you with the information, allowing you to use its teachings and strategies immediately! Grant will introduce you to an explosive sales and business approach that will show you exactly how to sell and succeed in any economic climate.

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