

F\*ck Sales Lets Talk: A Common Sense Approach to Sales By Anthony Robert How to Set Appointments How to Run Appointments How to Follow Up Call Scripts Email Scripts How to Close a Deal General Tips & Tricks Please know this book was written under two guiding principles: to be informative and to be entertaining,

Common SenseIt's a no nonsense approach to selling with tips nearly everyone can use to improve sales processes build connections and convert prospects into sales: Anthony Robert Starting a new sales job is like setting down the first piece of a puzzle. There's the initial excitement of getting started but then the heavy reality of "What the fuck do I do now?" weighs on your head, F\*ck Sales Let's Talk is a refreshingly told sales advice book, It was written for the people that value common sense have a sense of humor and roll their eyes at the typical rah rah run-through-the-wall routine. This book covers the information I wish I had when I was starting my sales career and what I've learned from years of trial and error scraped knees and bruised ego. Inside you'll find: The Qualities of Great Salespeople . hint it isn't their pearly white teeth! How to Make a Plan How to Prospect : aka how to become a sales detective and find the clues that lead to your sale. I want it to be informative so you know you can actually benefit and entertaining so you'll read the damn thing, What lies ahead is advice you can refer to as you start your sales journey or a gentle reminder if you are already in the field: Please know you are responsible for your own actions and I take no responsibility for your results, Sales is a professional business so you must remember to be professional; however a sales advice book is meant to give you advice: I wrote the advice as if I were writing to a best friend: Please don't confuse my willingness to curse as being unprofessional; I'm merely communicating in a way that I hope will cement my points and make you laugh: That said I'll get off my soap box and on with the show. Thankfully sales isn't rocket science; otherwise we would both be without a job. F\*ck Sales Lets Talk: A Common Sense Approach to SalesAnthony Robert is a writer blogger lover of life and sales junkie. This is where I come in buckle up cowboy. My goal is to simply make you Mr. or Mrs. Reader a better salesperson; nothing more nothing less. Read along and take away what helps.

