



Action Plan for Sales Management Success: Not Just What to Do, But How to Do It! (Paperback)

By Susan A. Enns

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*****.Fact: 25 percent of sales representatives produce 90 to 95

percent of all sales. Clearly, most people who have chosen sales as their career are not selling up to their potential and

therefore not making the incomes they could. Why is this case? It s not that the job can t be done because 25 percent are doing

it, and doing it well. It s because the other 75 percent either are not in the right sales position or they truly don t know how to

sell. If all sales people knew and did what the top 25 percent do, then all sales people would be selling more! Until now, most

sales people have not had access to effective, affordable sales training. Action Plan For Sales Success is a proven, turn key

program that will become the foundation of your sales process. Action Plan For Sales Success will improve your selling

skills so that you can achieve your true sales potential. What You Will Learn Why Are You In Sales? - Goal Setting Action...



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