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Jeffrey Gitomer (born February 11, 1946 in West Palm Beach, Florida) is an American author, professional speaker, and business trainer, who writes and lectures internationally on sales, customer loyalty, and personal development. He lives with his wife Jennifer Gluckow in Charlotte, North Carolina.

Jeffrey Gitomer - Wikipedia

Written By Jeffrey Gitomer @GITOMER KING OF SALES, The author of thirteen best-selling books including The Sales Bible, The Little Red Book of Selling, and The Little Gold Book of Yes!

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Gitbit - Jeffrey Gitomer

Jeffrey Gitomer, the leading, world-class authority on selling, is the most-read syndicated "sales" columnist in 95 business newspapers worldwide with 4 million weekly readers.

Little Black Book of Connections: 6.5 Assets for ...

Jeffrey Gitomer is a best-selling author, sales trainer and business coach. He is also the author of The Sales Bible and The Little Red Book of Selling , among many other titles. Summary

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Jeffrey Gitomer is the author of The New York Times best sellers The Sales Bible, The Little Red Book of Selling, The Little Black Book of Connections, and The Little Gold Book of YES! Attitude.

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Jeffrey Gitomer is the world's #1 expert on selling. He is the author of Little Green Book of Getting Your Way, as well as the Wall Street Journal and Business Week bestsellers Little Good Book of YES!

Amazon.com: Jeffrey Gitomer's Little Red Book of Selling ...

My Notes on "The Sales Bible – The Ultimate Sales Resource" by Jeffrey Gitomer: The new rules of selling Say it (sell it) in terms of what the customers wants, needs, and understands (not in terms of what you've got to offer) Gather personal information (and learn how to use it) Built friendships (people want ... Continue reading "The Sales Bible – The Ultimate Sales Resource by ...

Book Summary: The Sales Bible by Jeffrey Gitomer

That's why Little Red Book of Selling is short, sweet, and to the point. It's packed with answers that people are searching for in order to help them make sales for the moment—and the rest of their lives. Strategies and answers from a lifetime of selling, from the bestselling author of The Sales Bible. Jeffrey Gitomer is the author of The New York Times best seller The Sales Bible and The Little Red Book of Selling.

Jeffrey Gitomer's Little Red Book of Selling by Jeffrey ...

Jeffrey Gitomer is the world's #1 expert on selling. He is the author of Little Green Book of Getting Your Way, as well as the Wall Street Journal and Business Week bestsellers Little Good Book of YES!

The Little Gold Book of YES! Attitude: How to Find, Build ...

Jeffrey's 12.5 Principles of Sales Greatness and strategies and answers from a lifetime of selling that will teach you how to make sales forever. In this book, you will have the opportunity to...

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About the Author. Jeffrey Gitomer' s other sales books include The Sales Bible, The Little Red Book of Selling, The Little Book of Leadership and other bestsellers. He is a trainer, speaker and sales seminar leader.

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