

Understanding the dynamics of selling came easy to Bruce as he first cut his teeth by going with his father, at eight years old, and watching him sell new homes on Sunday afternoons. He talks about his father's influence in his life both personally and professionally, and the importance of building relationships. Bruce has a passion for sharing with others and helping them increase and maximize their potential. He happily shares with you his love of sales and the foundation for the sales training he now uses in coaching not only his employees but those who have hired him to increase the productivity and profitability of their own corporations. Bruce discusses not only his father's influence on him, but also how building relationships through knowledge, understanding and compassion as well as how to interact with specific personality traits can help you increase your sales. He delivers it all with a light-handed touch and a smile on his face! A book you are certain to not only learn from but enjoy as well.

Personal Satellite Services: Second International ICST Conference, PSATS 2010, Rome, Italy, February 4-5, 2010. Revised Selected Papers (Lecture Notes ... and Telecommunications Engineering), Jesus and the Dead Sea Scrolls (The Anchor Bible Reference Library), Van der Waals and Molecular Science, My Dogs Life Scrapbook and Journal German Wirehaired Pointer: Photo Journal, Keepsake Book and Record Keeper for your dog, Ihre perfekte Rasenpflege (German Edition), Commercial Real Estate Investment: A Strategic Approach, Tacit Knowledge: The Role of Tacit Knowledge in Support of Organizational Learning, Noah and the Magic Dragon, Teaching Medical Students in Primary and Secondary Care: A Resource Book (Medicine),

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