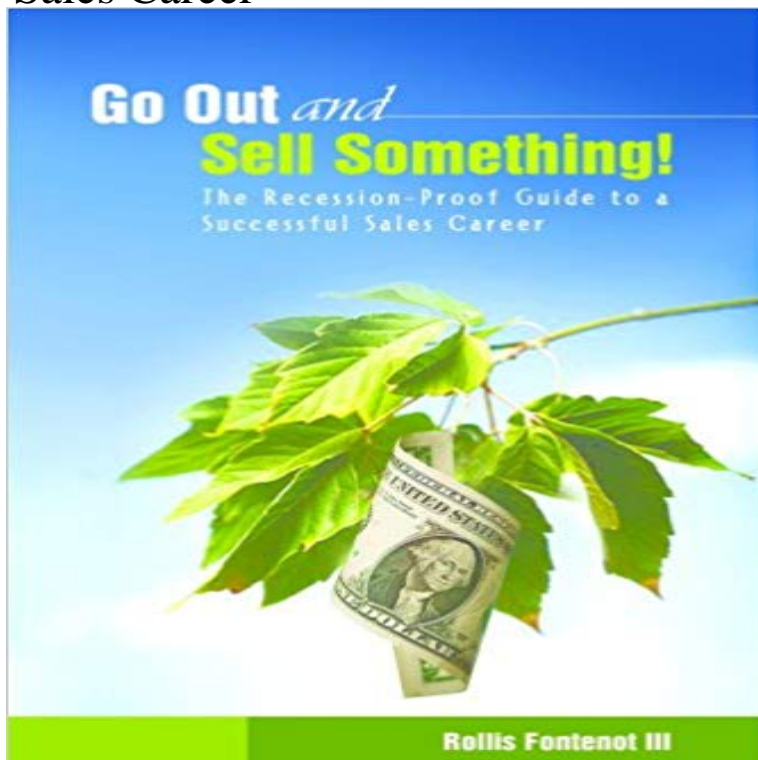


Go Out and Sell Something! The Recession-Proof Guide to a Successful Sales Career



A very popular saying is that the only constant is change. Our economy and the job market continue to fluctuate, but many salespeople thrive through the ups and downs of the economy. Whats their secret? They maintain tried-and-true strategies, and they maintain the proper mindset. And thats what this guide is all about. It is designed to help you navigate your journey toward success in the wonderful career of selling, regardless of the economic climate.

-----Notice what are people saying about Go Out and Sell Something!... Go Out and Sell Something is an extremely useful book for the sales person looking to not only survive but thrive in the current economy. With unemployment at an all time high, more and more people are getting into commission based sales. Rollis book not only takes proven sales strategies and puts them in an easy to read format, he provides action plans at the end of each topic to help sales people implement the concepts presented. Dont miss this book if you want to turn professional in sales. Ron Marks, Author of Managing for Sales Results published by John Wiley and Sons

-----Rollis Fontenot shares his knowledge of selling in Go Out and Sell Something! along with the collective thoughts from some of the best authors in the industry such as Robert Kiyosaki, Dr. Stephen Covey, Brian Tracy along with many others. Rollis provides an easy to read guide on how to sell from someone who has succeeded by studying the best authors, practicing their ideas, and developing his own along the way. Michael Walters, Physician Recruiter with Alliance Recruiting Resources

-----Not just for salespeople, but for any business professional experiencing stress and

anxiety over this current recession, the new book is geared to help those needing clear-cut solutions for taking proactive and positive steps to increase their sales, rejuvenate their careers, and improve their overall lives. Being in sales can be very rewarding, states Fontenot. In fact, one major advantage of a career in sales is that successful salespeople are the first to be hired and often the last to be let go. They are also among the highest earners in a company. While there are countless books about sales techniques and strategies, Fontenot has taken a refreshingly different approach to the subject. He has only included the most timely and relevant concepts and compiled them into an easy-to-use guide that includes recession-proof action plans that are designed to give straightforward actionable items that deliver immediate results.

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