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Sales My Way: A simple guide to more NEW sales!

J. Stephen Kirsch

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Sales My Way is for Outside Sales People who want to increase their number of New Business sales. This is not your average hypothetical, textbook sales training. I have developed my own system and habits through trial and error, and over the past 10 years I have consistently led my office in number of new accounts each year. No matter what you sell, if you use all or some of these practices, you will increase your number of new sales and referrals. Some of many topics covered include: Prospecting Meetings Referrals First impressions Based on my real-world experiences in the field, Sales My Way gives you the concrete tools to succeed.