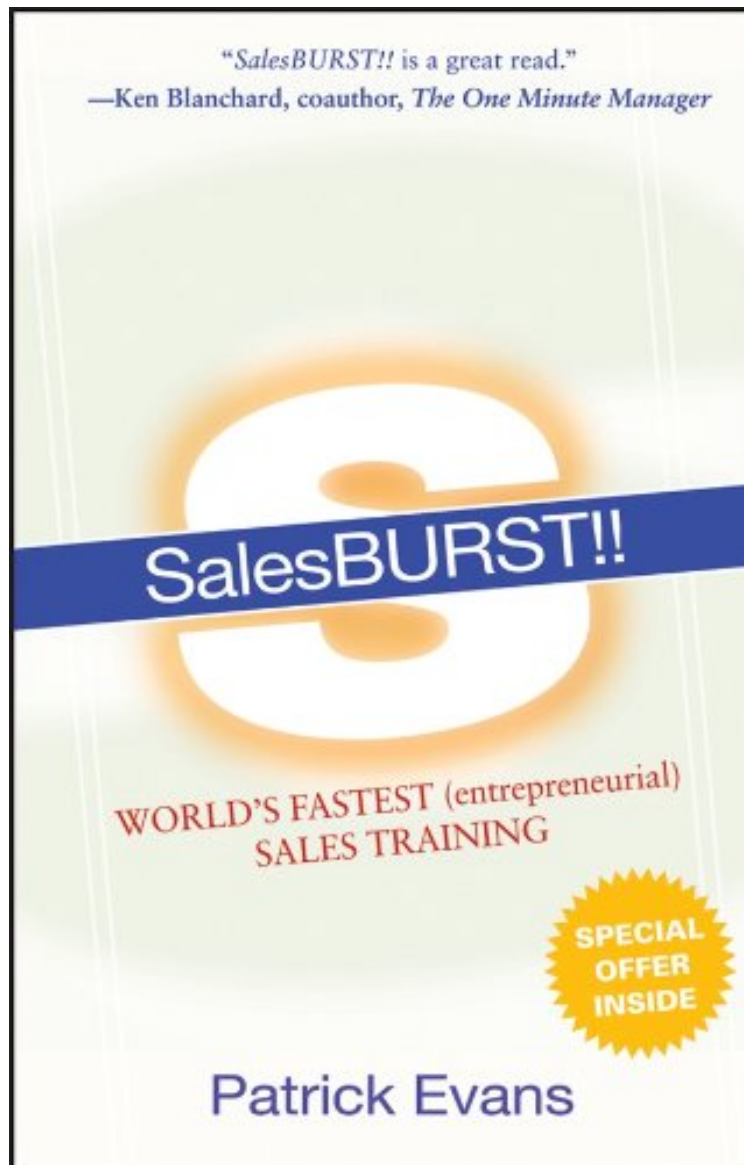


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Patrick Evans

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Patrick Evans : SalesBURST!!: World's Fastest (entrepreneurial) Sales Training before purchasing it in order to gauge whether or not it would be worth my time, and all praised SalesBURST!!: World's Fastest (entrepreneurial) Sales Training:

0 of 0 people found the following review helpful. Positive Learning!By Pamela BurkiNice easy read. Straight to the point, organizational skill building, confidence building, motivates you to the "you can do it" attitude!!Pam Burki, Real Estate Broker0 of 1 people found the following review helpful. One of the best sales books I've ever readBy stefreedMy sales team read and discussed this book in a "book club" type of forum. We all agreed- its one of the best

sales books we've ever read. The advice is REALLY good, no matter what industry you are in. I especially loved the chapters about how to organize your month. Great advice- and if you follow it, you WILL increase your sales. 1 of 3 people found the following review helpful. Outsmart the Competition By Mark J. Sherony If you want to learn how to sell smart, read SalesBurst. I was a part of EVCOR, which is where Pat Evans developed the SalesBurst methodology. The principals of SalesBurst helped make my company grow at an incredibly fast rate and ultimately made me wealthy. I still use these techniques today. SalesBurst is a must read for anyone who wants to succeed in sales and mandatory for my sales force at MarXam LLC.

Praise for SalesBURST!! "SalesBURST!! is an entertaining, clever, and out-of-the-box approach to selling. I recommend reading this book to anyone involved in selling today." —Peter Handal, CEO, Dale Carnegie Associates, Inc. "Every salesperson wants to get up to speed as fast as they can-but not as fast as their manager wants them to. SalesBURST!! helps every salesperson shift into fifth gear without skipping first, second, third, or fourth. This makes three people happy:the manager, the salesperson, and the salesperson's banker." —Jeffrey Gitomer, author of Little Red Book of Selling "This is a great book that shows you how to make more sales, faster and easier than you ever thought possible." —Brian Tracy, author of The Psychology of Selling "Learn from Evans and SalesBURST!! how passion, determination, and an intelligence-based sales effort can make you successful." —John Calamos, CEO, Calamos Investments "I have utilized Evans's sales methods to successfully manage my sales accounts, my sales team, and my career for seventeen years. I look forward to using SalesBURST!! to train my salespeople firsthand." —Joel Leetzow, Executive Vice President, North America and board member, Scancode "SalesBURST!! is filled with Evans's success stories that will both inspire you and provide helpful hints to help you meet your own quota." —Susan Bulkeley Butler, CEO, SBB Institute for the Development of Women Leaders and first woman partner at Accenture "Evans completely exceeded my expectations. Not only did his presentation provide tremendous insights on sales but even greater life lessons." —Rick E. Ridnour, PhD, Department of Marketing, Northern Illinois University "SalesBURST!! teaches you to set goals and train for those goals so you win." —Buddy Melges, America's Cup-winning skipper and Gold and Bronze Olympic Medalist

From the Inside Flap If you or your sales team are having trouble closing the big sales, maybe it's time to change the way you think about sales entirely. SalesBURST!! presents a fast and effective training program that teaches salespeople how to think—and sell—like an entrepreneur. This rapid sales training course turns sales candidates into top producers and arms experienced sales professionals with new tactics for continued success. The world's only entrepreneurial sales system, SalesBURST!! frees you from the traditional sales model and introduces fresh strategies for better selling. Plus, it not only teaches you how to close more and bigger sales, it teaches you how to train your sales candidates and teams to excel at the same, successful entrepreneurial sales model you'll master. SalesBURST!! starts with basic sales secrets that can't be beat—how to save a sale you're losing; how to get into the proper mindset for consistent success; how to master the dialogue of closing; and how to close more sales by listening better. In addition, you'll learn how to interview and hire great prospects to grow your sales force and how to market yourself, your salespeople, and your business to bring in a steady stream of new prospects. But there's much more to the SalesBURST!! system than just nuts-and-bolts selling guidance. Even the most effective tactics and strategies can only improve your game so much. The real secret is in changing your sales mindset, as well as the mindset of your sales team. Once you start thinking like an entrepreneur—not like a robotic sales machine—you'll be able to ditch your typical pitch and connect with customers and prospects on a higher, more effective level. Organized into short, quick-hitting chapters that cover one tip, topic, or technique, SalesBURST!! is perfect as a resource for quick sales advice. But taken together, these short bursts of guidance make up an entire sales training program certain to take your sales performance to a higher level. If you sell anything to anyone—from consumer products to business-to-business megadeals—SalesBURST!! offers explosive real-world advice.

From the Back Cover Praise for SalesBURST!! "SalesBURST!! is an entertaining, clever, and out-of-the-box approach to selling. I recommend reading this book to anyone involved in selling today." —Peter Handal, CEO, Dale Carnegie Associates, Inc. "Every salesperson wants to get up to speed as fast as they can—but not as fast as their manager wants them to. SalesBURST!! helps every salesperson shift into fifth gear without skipping first, second, third, or fourth. This makes three people happy:the manager, the salesperson, and the salesperson's banker." —Jeffrey Gitomer, author of Little Red Book of Selling "This is a great book that shows you how to make more sales, faster and easier than you ever thought possible." —Brian Tracy, author of The Psychology of Selling "Learn from Evans and SalesBURST!! how passion, determination, and an intelligence-based sales effort can make you successful." —John Calamos, CEO, Calamos Investments "I have utilized Evans's sales methods to successfully manage my sales accounts, my sales team, and my career for seventeen years. I look forward to using SalesBURST!! to train my salespeople firsthand." —Joel Leetzow, Executive Vice President, North America and board member, Scancode "SalesBURST!! is filled with Evans's success stories that will both inspire you and provide helpful hints to help you meet your own quota." —Susan Bulkeley Butler, CEO, SBB Institute for the

Development of Women Leaders and first woman partner at Accenture "Evans completely exceeded my expectations. Not only did his presentation provide tremendous insights on sales but even greater life lessons." mdash;Rick E. Ridnour, PhD, Department of Marketing, Northern Illinois University "SalesBURST!! teaches you to set goals and train for those goals so you win." mdash;Buddy Melges, America's Cupndash;winning skipper and Gold and Bronze Olympic MedalistAbout the AuthorPatrick Evans is an Inc. 500 winner and the founder of EVCOR, a software integration firm that facilitated the shipping for GE, Intel, Dell, Abbott Labs, and 3,000 other firms. He started EVCOR in his house and eventually sold it for \$60 million. He has trained thousands of sales representatives using his SalesBURST!! methodology.