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salespeople to make use of its strengths.

No matter where you are, there are Super Rich individuals and families-that is, households with a

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net worth of at least \$30 million. Despite representing 0.000029 of world population, they account for nearly 20% of luxury sales. They are predominantly self-made, grew up without luxury, and as they were getting rich, spent most of their time on their

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businesses, not buying luxury loafers. Because they don't fit the stereotype, many luxury marketers are out-of-step about how to develop relationships, and how to effectively market and sell to today's Super Rich. Business superstars Doug Gollan, Michael

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Calman and Daniel Wade offer advice on how to land and engage with the Super Rich. This book features interviews from 'sales superstars of luxury, ' star sellers who have been on the front lines of ultra-luxury transactions spanning millions upon millions of

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dollars. These pros, whose main focus isn't on focus groups, have extensive experience and direct contact selling to the Super Rich. The 'sales superstars' share misperceptions about the Super Rich, and through recounting stories relate how their

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background, experience, knowledge, and selling secrets have served to create extraordinary marketing opportunities. Their insights will not only surprise you, but better prepare you for becoming a sales superstar yourself! "

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your product, your service, your idea, yourself. Seasoned salesmen Robert L. Shook and Barry Farber interviewed top salespersons across a variety of industries and have written a collection of fascinating stories, each offering a lesson, valuable

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insight, or nugget of wisdom that will enhance your selling skills and boost your sales production. As you read these first-person narratives, you will feel as if they are talking directly to you, revealing valuable details behind their greatest sales moves, and

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imparting priceless lessons on how to sell your way to success. Most important, you can put their valuable insights to immediate use to boost your career.

In this must read book, Joe Sesso shares the top tips and secrets of

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real estate giants from the webinar series Secrets of Top Selling Agents. Barbara Corcoran, Dave Liniger, Gary Keller, Chris Smith, and others tell you exactly what you need to do to be a top selling agent! Each chapter includes advice and tips from a

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created the concept of "youtility."
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your real estate business.

This book is for you whether it is
starting a side hustle, fixing your

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amazon business, growing your amazon business, or realizing the world has moved to online and you want to make money on amazon. As an international e-commerce expert Beau Crabill explains, the fundamental principles to a successful online

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