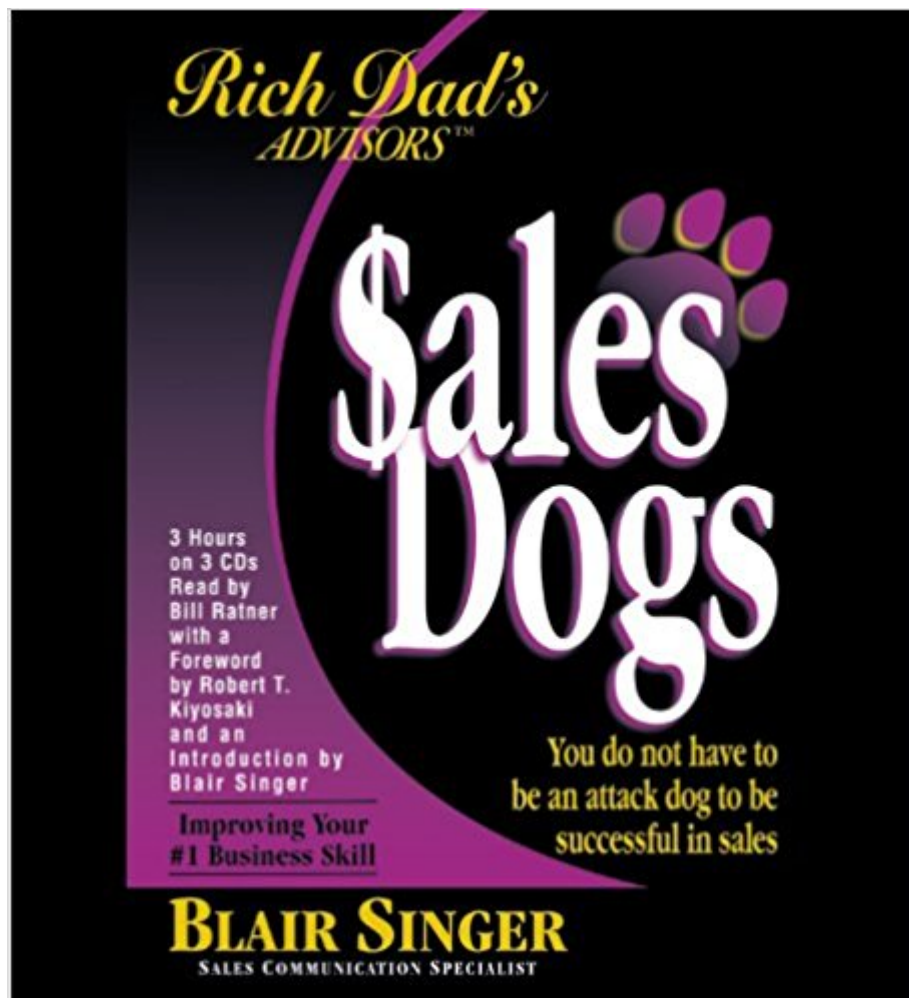




The book was found

Rich Dad's Advisors: SalesDogs®: You Do Not Have To Be An Attack Dog To Be Successful In Sales



Synopsis

By knowing the five basic breeds of people-the Pit Bull, the Golden Retriever, the Poodle, the Chihuahua, & the Basset Hound-readers will have the necessary insight to improve their business & selling savvy. SalesDogs will: * Introduce Five Breeds of SalesDogs! * Reveal the five simple but critical revenue-generating skills to generate endless streams of qualified buyers & life-long sales * Teach you how to identify your "breed" & play to your own strengths * Give you the steps to inspire & direct any group of sales people into a charging pack of blue-ribbon SalesDogs * Show you how to reduce your sales effort, increasing your sales results * Teach you how to radically change your attitude in thirty seconds or less so you can direct your financial results.

Book Information

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Customer Reviews

Blair Singer is a Sales Communication Specialist. He lives in Zephyr Cove, Nevada. --This text refers to an out of print or unavailable edition of this title.

Part of Robert Kiyosaki's Rich Dad's Advisor Series, this program offers high-quality sales and personal development strategies. Singer has a can-do approach that doesn't wait for help from bosses or other authority figures. He teaches unflappable salesmanship that is relentlessly positive, 100% committed, and totally focused on serving your customers. His insights about sales relationships are priceless, and he is articulate when dismissing sales approaches that are too aggressive, too general, or too short on passion and honesty. By leveraging your strengths, which

Singer categorizes into five "breeds" of sales dogs, you can move past your competition in any product line or service. An intuitive lesson on how to be a high-quality sales professional. T.W. Â© AudioFile 2003, Portland, Maine-- Copyright Â© AudioFile, Portland, Maine

I am going to be put in the dog house for this review :("Bow," where's the "WOW," toss me the meaty bone; not a few scraps. At first, I was entertained by this book. Then, as I began diverting more attention to the content and focus of the book, I felt let down. I had just finished reading Mr. Kiyosaki's Four Quadrants, a spectacular book. I was expecting the same quality. Unfortunately, this book is not focused enough. It lacks the 'quality quotient' from the previous books I had read from the Rich Dad/Poor Dad Series. In a positive tone, I learned quite a bit from his imagery of comparing sales traits to different types of dogs. The book provided great exercises that were easy to follow and they worked for changing my sales performance! It also provided me with a quick and easy reference about how to utilize and differentiate sales people responding in different situations. However, do not rely on this book. It misses quite a few important elements for sales that are relevant to the introduction provided by Mr. Kiyosaki, and the theme of this book. Continue the learning process about how to be a great salesperson.

This book is an EXCELLENT book for every salesman or salesdog the way the book put its. The book lets you know on how to be a salesman your own way, and not how most sales team want you to be (an exact copy of them). The way the book puts it there's 5 types of sales people and everyone is unique and different. Great book to know your inner salesman and know where you stand as a salesman. Also gives great advice on that managing a sales team every manager should know! Great book! Must read!

It is a good book. I do believe everything in life is sales as author says, but other than hearing the personalities of the types of sales dogs, this book would greatly benefit from giving more real life actual examples on actual transactions made and with details to help better understand the sales skills he talks about.

Great book! no dissappointment

I love this book

A great book by Blair, great insights through all the chapters and, yes, very valuable advice for your business and personal life.

Great read about the different selling personalities.

After reading as many Sales books as you probably have, this Rich Dad book offered me a nice new perspective to look at the OLD sales problems. I recommend this book, very much, because of that.

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