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with intelligent insight to show, with verve and skill, how the world's best salespeople continue to thrive in uncertain times and how others can learn from their success." Daniel Pink, author of Drive and To Sell is Human.

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The Salesperson's Secret Code reveals the belief systems that distinguish winners. Authored by Ian Mills, Mark Ridley, Ben Laker and Tim Chapman, this book i...

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The Salespersons Secret Code is very refreshing. Based on

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rigorous psychological research, it examines what differentiates the average seller from the iconic sellers. The research has thrown up, what are termed the 5 "destination beliefs".

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The Salesperson's Secret Code Assessment is the go-to tool that offers salespeople the opportunity to compare their currently-held beliefs with the best-of the-best and to explore how they can alter the intensity of certain beliefs and mind-sets. New beliefs lead to new behaviours which lead to enhanced sales performance.

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The Salespersons Secret Code is very refreshing. Based on rigorous psychological research, it examines what differentiates the average seller from the iconic sellers. The research has thrown up, what are termed the 5 "destination beliefs". Not surprisingly, these are connected to the mental or "inner game" of selling.

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"The Salespersons' Secret Code uses great research to tap into what makes the best sales people tick. Simple, easy to understand and filled with insight. It should be a must read for all those who want to be successful in sales and all those who want to recruit the

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best sales people.” Chris Newitt, Global Sales Director, Jaguar Land Rover

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The authors of The Salesperson's Secret Code combine hard data with intelligent insight to tell, with

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verve and skill, how the world's best salespeople continue to thrive in uncertain times and how others can learn from their success.

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The Salesperson's Secret Code
By: Ian Mills, Mark Ridley, Ben Laker, Tim Chapman Narrated by: Russell Newton

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Today I have an interesting stat to share with you. This is taken from a book called "The Salespersons' Secret Code". They talked about 5 important summaries from the research. Below is how it was summarized.

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100% of all salespersons believe that fear is one of the key drivers, such as fear of failure or fear of not being able to pay the bills.

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□□□□□□□□□□ — Sales101

Erica Feidner profiled within the Salesperson's Secret Code. "Sales is now an integral part of every role, making this an essential read for all business professionals. The authors of The Salesperson's Secret Code combine hard data with intelligent insight to show, with verve and skill, how the world's best salespeople continue to thrive in uncertain times and how others can learn from their success."

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