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Jeffrey Gitomer's new book, "21.5 Unbreakable Laws of Selling," is fun to read and packed with practical sales tips. He challenges salespeople to do the hard work that makes selling easy. Some of the highlights from his book: 1. One of Gitomer's laws of selling is that we must attract willing buyers.

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21.5 Unbreakable Laws of Selling, a book by Jeffrey Gitomer on the fundamentals of the sales process, updates the ideas and good sales-floor practices that he has advocated for the last 30 years.While some of the RULES of sales may have changed in recent years, Gitomer argues, the LAWS remain the same. Learn them and sales will become easier and more rewarding.

Jeffrey Gitomer Shares His 21.5 Unbreakable Laws of Selling

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5.0 out of 5 stars Jeffrey Gitomer's 21.5 Unbreakable Laws of Selling. Reviewed in the United Kingdom on 1 April 2014. Verified Purchase. It's a great book and i enjoyed reading it. The book talks more about having a positive attitude and believing in what you do and sell.

Jeffrey Gitomer's 21.5 Unbreakable Laws of Selling: Proven ...

Jeffrey Gitomer's 21.5 Unbreakable Laws of Selling – Page 1 MAIN IDEA “At a time when the RULES are changing, the LAWS remain constant. You CAN change the rules. You CANNOT break the laws.” – Jeffrey Gitomer Just like in the natural world, there are 21.5 universal laws of selling which apply in all settings and in all situations.

JEFFREY GITOMER'S 21.5 UNBREAKABLE LAWS OF SELLING

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Jeffrey Gitomer I recently spoke with Jeffrey Gitomer, who is the world's top sales trainer and a bestselling author. His books, which include the classics The Little Red Book of Selling and The ...

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Jeffrey Gitomer is the world's top sales trainer and a bestselling author. His books, which include the classics The Little Red Book of Selling and The Sales Bible, have sold more than 4 million copies.He conducts public and corporate seminars, publishes a weekly e-zine with a subscription base of more than 300,000, and writes a regular column for business journals around the county.

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