



Ignite Your Selling Potential: 7 Simple Accelerators to Drive Revenue and Results Fast

Susan A. Lund

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You're in the drivers seat, take the wheel and ignite your selling potential! Experience results within 90 days. In Ignite Your Selling Potential, Author Susan A. Lund reveals a practical roadmap with 7 Accelerators™ to inspire, equip and empower you, your team and your organization to drive profitable revenue and results fast. You will gain access to proven strategies and principles that work to bring about the growth you desire and catapult your organization to greater success. You will learn how to: § Avoid hazards and navigate around challenges to your desired destination § Realize and maximize your selling potential and your teams' selling potential § Get everyone on the same page to create a consistent, repeatable client experience § Transform activity into productivity® to gain a competitive advantage § Gain visibility and accountability and fuel stronger relationships Regardless of your challenges and where you are, you will gain access to proven strategies and steps to navigate around your challenges to your desired destination. When you apply what you learn and practice the fundamentals, as an individual, team or organization, you will realize sustainable results. This book is for anyone who aspires to grow, succeed or partner with sales to generate predictable, sustainable revenue and results. Ignite Your Selling Potential has a companion website, www.igniteyoursellingpotential.com, to include an assessment, access to courses and online learning with powerful productivity tools to accelerate your success. See inside for details. "Ignite Your Selling Potential provides individuals, teams and organizations with a differentiated approach to apply proven strategies and principles in a practical manner to drive profitable revenue and business results. While at the same time, bringing out the best in people!" ?LIONEL NOWELL III, Board of Directors; Darden, Reynolds American, Bank of America, American Electric Power, Previous SVP and Treasurer, PepsiCo

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