



Sold Out: How to Reach Your Full Potential in Sales

Alli Mang

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This high performance selling manual is the only one of its kind as it puts into words how to successfully perform and sell on command delivering measureable results. It is for the new and veteran guest experts, models, hosts, actors, speakers, sales and marketing professionals and trainers, athletes and other professional endorsers, teachers, college and university business and marketing professors and tradeshow sellers, vendors and worldwide shopping channel networks who need a training manual that will fully prepare the professional to sell live on-air with results. This is a coaching manual chock full of practical tips, anecdotal stories, advice from a myriad of experts and useable at-a-glance charts to help readers thrive in new ways within their current professions and inspire them to push beyond their comfort zones right now. Readers will learn how to pitch themselves and products without boring, canned performances. They will get the nuts and bolts of what is required to delivering quality pitches and performances on command whether in the boardroom or live on-air around the world. They will learn how to be highly engaging and how to capitalize on their strengths, how to successfully audition and interview, prepare, perform, and close a sale under enormous amounts of time and performance pressures. The simple, straight forward format will help the reader navigate his way around with ease. Each section is a complete work in its own right with recaps at the end of each chapter. This helps the reader get the inspiration and answers they want when they want them.

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