

New Content and Foreword

BLAIR SINGER

SALES DOGS

**You Don't Have to Be an Attack Dog
to Explode Your Income**



Sales Dog Blair Singer

**Jacky Yap, Sada, Chen
Yuan, Neetu, Jimmy Yap**

Sales Dog Blair Singer :

Sales Dogs :Title Presented Typographically as Blair Singer,2001 *Sales Dogs* Blair Singer,2013-02-28 The number one skill for any entrepreneur or business owner is the ability to sell Why Because sales income Yet many fail financially not because they do not have great ideas or even good work ethic but typically because they don t know how to refuse to are afraid to or don t think it is important to know how to sell SalesDogs was written as the very first of the Rich Dad Poor Dad how to Advisory series to teach in a very fun and impactful way how to overcome the fears the myths and the obstacles to selling your products services or yourself It then teaches a simple time proven process of selling that will generate great income in most any business The reader will learn the five most important selling skills to master how to overcome any objection manage a territory and much more The book quickly de bunks the idea that you have to be an overly aggressive attack dog to be successful It uses the metaphor of man s best friend to say that a great sales person is like a loyal persistent and lovable canine It stipulates that there are five different breeds or personalities of SalesDogs that can each make a lot of money by playing to its strength You will learn how to identify maximize and train to that strength and also how to teach others on your team to do the same While the book is fun and engaging it also dives deep into the personal development issues that block a person s ability to generate income and how to overcome them The book is perfect for first time salespeople individuals who are uncomfortable with the notion of selling those who need to train others to sell and those who want to simply get better quicker *From Self-Awareness To Greatness* Jacky Yap,Sada,Chen Yuan,Neetu,Jimmy Yap,2022-08-21 Self Awareness is often viewed as the cornerstone for personal and leadership successes By having a conscious knowledge of your character and understanding your natural tendency to act in a way that energises and recharges you throughout the day making achievements in life would simply be a walk in the park Unfortunately such a simple pathway to achievement is often obscured by the general consensus such as what a best salesman should do and how a great leader should behave Attempting to fit into the mould of a great leader or the mould of a good salesman would not only prevent you from achieving your goals it would make you appear cringey or worse drain away all your energy leaving you feeling tired and questioning the purpose of your existence and your goals in life Motivational trainings time management trainings etc have their values however without first having an elevated self awareness attempting to follow the steps and to do lists in those trainings would likely result in frustration and end up stopping the practices altogether Anybody who exhibits the above symptoms or feel that you could have attained greater heights in your career and life but for whatever reasons unable to do so this book is tailored specially for you In this book you will discover that everyone is unique and that by understanding your own unique talents and leveraging on it you can achieve your greatness in your own unique and energising way This book adopts a practical approach that focuses on helping the readers elevate their self awareness with the main objective of empowering them to achieve their personal and leadership successes Self awareness doesn t stop you

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Living on Wealthfare Jerome Tan,2012-11-23 Normal 0 false false false EN SG ZH CN X NONE

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Necesitas Ser un Perro de Ataque para Tener éxito en Las Ventas / Sales Dogs Blair Singer, 2025-07-22

Vendedores perros es un bestseller internacional que ha inspirado a pequeños empresarios vendedores y dueños de negocio en todo el mundo por décadas. Su mensaje es claro: la diferencia entre tener una idea millonaria y realmente ser millonario es tu habilidad para vender tu idea, concepto, servicio o producto. Ya sea que estés buscando trabajo, reclutando un excelente equipo, vendiendo un servicio, incrementando tu capital o simplemente convenciéndote a ti mismo, las ventas son tu habilidad número uno. Este libro te ayudará a revelar tus habilidades generadoras de ingresos, explotar tu poder adquisitivo, identificar tu raza de vendedor perro para aprovechar tus fortalezas y obtener tus objetivos, superar los obstáculos y falsas creencias alrededor de las ventas y llevarte a un nivel de confianza máximo. Cambia eso no en sí sin importar con quién estés negociando. Aprende a ser líder de un equipo de ventas.

ENGLISH DESCRIPTION The number one skill for any entrepreneur or business owner is the ability to sell. Why? Because sales income. Yet many fail financially not because they do not have great ideas or even good work ethic but typically because they don't know how to refuse to be afraid to or don't think it is important to know how to sell. SalesDogs was written as the very first of the Rich Dad Poor Dad how to Advisory series to teach in a very fun and impactful way how to overcome the fears, the myths, and the obstacles to selling your products, services, or yourself. It then teaches a simple, time-proven process of selling that will generate great income in most any business. The reader will learn the five most important selling skills to master: how to overcome any objection, manage a territory, and much more. The book quickly debunks the idea that you have to be an overly aggressive attack dog to be successful. It uses the metaphor of man's best friend to say that a great sales person is like a loyal, persistent, and lovable canine. It stipulates that there are five different breeds or personalities of SalesDogs that can each make a lot of money by playing to its strength. You will learn how to identify, maximize, and train to that strength, and also how to teach others on your team to do the same. While the book is fun and engaging, it also dives deep into the personal development issues that block a person's ability to generate income and how to overcome them. The book is perfect for first-time salespeople, individuals who are uncomfortable with the notion of selling, those who need to train others to sell, and those who want to simply get better, quicker.

Hitting the Highest Notes Beverly Sallee, 2004

I love it when something happens that makes my spirit soar. You know the feeling. Suddenly you are experiencing an awesome wonder, the manifestation of a stellar talent, the expression of a pure heart, the majesty of creation's splendor, the thrill of being in the presence of near-perfection. For me, spirit-soaring moments occur most predictably when I am listening to a musical performance and the performer is on song, as the English say, so beautifully. That is especially true when the performer is a classical soprano and she hits the high notes with a clarity and purity of tone that sends chills running down the spine and causes an audience to leap to its collective feet with spontaneous applause and cheers. This is a book primarily for and about women, so the metaphor of a soprano is appropriate. And because I am a musician at heart and by training the metaphor of music will run throughout this book. There's a soul song for you to sing, a song titled your success that has a

melody of joy and a rhythm of satisfaction It s a song only you can sing It s a success only you can achieve And when you do your spirit will soar and others will be inspired to follow your example **The British National Bibliography** Arthur James Wells,2004 *Rich Dad's Advisors - Sales Dogs* , *Books in Print Supplement* ,2002 **Team Code of Honor** Blair Singer,2013-02-28 Every great team culture society religion or business that has endured time adversity and challenge has always had one thing in common a set of simple but powerful rules that govern the internal behaviors and expectations of that group It is called The Code of Honor We hear of these Codes when we think of things like The Ten Commandments the Marine Corps or the Constitution Yet if sales is the number one skill in business number two has to be the ability to bring ordinary people together to build a championship team This does not happen by chance or by the simple accumulation of talent The Code is the core ingredient to creating winning organizations The book is a step by step guide for any individual group or company to actually create a Code of Honor specific to their team The series is designed as a how to series to empower individuals to succeed in the world of business and finance Team Code of Honor is critical to this series because its processes bridge all facets of business investment entrepreneurship and even personal life The book explains through graphic examples stories and numerous case studies how a Code or set of rules is created maintained enforced and used for rapid and controlled growth of any entity The book is designed as an operating manual for putting any business team together It steps you all the way from properly choosing players to creating the Code to increasing performance and to winning Each chapter gives the team specific assignments and examples so that by the time you have completed the book your Code is in place and your team is operating at a true championship level *Books In Print 2004-2005* Ed Bowker Staff,Staff Bowker, Ed,2004 **Printers' Ink; the ... Magazine of Advertising, Management and Sales** ,1904

Forthcoming Books Rose Arny,2001-06 **Little Voice Mastery** Blair Singer,2013-05-28 Little Voice is the chatter in the six inches between your ears that turns you into a hero one minute and a dunce the next The 21 proven techniques presented here will reprogram the Little Voice in your brain in 30 seconds In Little Voice Mastery author Blair Singer delivers strategies and techniques that will give readers the ability to Maintain power in any pressure situation and stop debilitating chatter in their brain so they can attract what they want now Uncover and realize lifelong dreams Break through self sabotaging habits Build powerful lasting confidence Resurrect the hero inside of them *Pet Business* ,1992

Vendedores perros: No necesitas ser un perro de ataque para tener éxito en las ventas/ Sales Dogs: You Don't Have to be an Attack Dog to Explode Your Income Blair Singer,2018-02-27 Vendedores perros es una gu a para encontrar en nosotros al vendedor estrella Bestseller con m s de 100 mil ejemplares vendidos Domina las ventas y convirti tete en millonario Descubre c mo vender tu producto en el mundo de los negocios Vendedores Perros es un bestseller internacional que ha inspirado a peque os empresarios vendedores y due os de negocio en todo el mundo por casi una d cada Su mensaje es claro la diferencia entre tener una idea millonaria y realmente ser millonario es tu habilidad para vender tu idea concepto servicio o producto

Ya sea que estés buscando trabajo reclutando un excelente equipo vendiendo un servicio incrementando tu capital o simplemente convenciéndote las ventas es tu habilidad número uno Vendedores Perros te ayudará a revelar las cinco habilidades simples pero críticas generadoras de ingresos que pueden explotar tu poder adquisitivo identificar tu raza de vendedor perro para aprovechar tus fortalezas y experimentar una alta efectividad superar cualquier miedo duda o negación que tengas acerca de las ventas cambiar radicalmente tu actitud en 30 segundos o menos para que estés en un nivel de confianza máximo en cualquier situación tener la habilidad de cambiar cualquier cosa sin importar con quién estés hablando adquirir las herramientas y tips necesarios para inspirar y dirigir a cualquier equipo de ventas

ENGLISH DESCRIPTION The number one skill for any entrepreneur or business owner is the ability to sell Why Because sales income Yet many fail financially not because they do not have great ideas or even good work ethic but typically because they don't know how to refuse to are afraid to or don't think it is important to know how to sell SalesDogs was written as the very first of the Rich Dad Poor Dad how to Advisory series to teach in a very fun and impactful way how to overcome the fears the myths and the obstacles to selling your products services or yourself It then teaches a simple time proven process of selling that will generate great income in most any business The reader will learn the five most important selling skills to master how to overcome any objection manage a territory and much more The book quickly debunks the idea that you have to be an overly aggressive attack dog to be successful It uses the metaphor of man's best friend to say that a great sales person is like a loyal persistent and lovable canine It stipulates that there are five different breeds or personalities of SalesDogs that can each make a lot of money by playing to its strength You will learn how to identify maximize and train to that strength and also how to teach others on your team to do the same While the book is fun and engaging it also dives deep into the personal development issues that block a person's ability to generate income and how to overcome them The book is perfect for first time salespeople individuals who are uncomfortable with the notion of selling those who need to train others to sell and those who want to simply get better quicker

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