



The Selling Machine

By Michael Pace And Landy Wingard Michael Cannon



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BECOME A MILLION DOLLAR CLOSING MACHINE.

What if there was a way to close practically every sales call you ever make? It's not impossible--but could the secrets to becoming a closing machine be locked inside a book?

Until now the most popular sales books on the market were either too long, or too gimmicky--and still no one was becoming a sales machine. But "The Selling Machine" written by experienced sales closers Michael D.W. Cannon, R. Michael Pace and Landy D. Wingard have boiled down the essentials of the sales process into 100 pages.

"Imagine walking into a sales call knowing that you've already closed the deal," said Cannon. "'The Selling Machine' can give you that advantage on every sales pitch you make, time and time again."

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The Selling Machine By Michael Pace And Landy Wingard Michael Cannon Bibliography

- Rank: #2885610 in Books
- Brand: Brand: New Model Publishing
- Published on: 2006-10-20
- Original language: English
- Dimensions: 8.75" h x 5.75" w x .50" l, .58 pounds
- Binding: Hardcover
- 101 pages

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Editorial Review

Review

"The premier selling manual. Free of gimmicks and fluff, "The Selling Machine" will give beginning salespeople or journeymen an edge over the competition with ground-breaking and practical advice. Learn all the secrets and techniques the best salespeople use. Become the top dog in any industry!" -- *The New York Times Book Review*

About the Author

Michael D. W. Cannon, R. Michael Pace and Landy D. Wingard worked together at Datastream Systems, Inc. - a truly remarkable success story- which Forbes magazine named the fourth best small company in America. Collectively, they comprise 50 years of sales experience and helped boost Datastream from under \$1 million in sales to \$100 million worldwide. Along the way the company went public in one of the country's most successful initial public offerings and was subsequently acquired. They have held every sales position imaginable, from inside salesperson to account executive, sales manager to sales vice president.

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