



What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK)

Marshall Goldsmith

Download now

[Click here](#) if your download doesn't start automatically

What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK)

Marshall Goldsmith

What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) Marshall Goldsmith

Kick your bad habits—and CLOSE MORE SALES!

“I love this book, especially the importance of empathy—care enough about what you are selling to personalize its value to your customer!”

—**Jim Farley, VP Global Marketing, Ford Motor Company**

“In over 20 years of sales leadership, I had yet to see someone describe self-improvement through the elimination of existing behaviors rather than the creation of new ones—what a simple, concise, and personally applicable developmental tool. This is a must-read for everyone in sales!”

—**Chris Richardson, VP Global Sales, Abbott Vascular**

“Don Brown and Bill Hawkins, collaborating with Marshall Goldsmith’s incredible insight, have created strategy and ideas that will help you grow, sell more, and prosper!”

—**Jeffrey Gitomer, author of *The Little Red Book of Selling***

“*What Got You Here Won't Get You There in Sales!* is a practical guide for anyone in sales—they hit the nail on the head! Read this book to learn how to build your relationships with customers while shedding the habits that are holding you back!”

—**Tom Reilly, author of *Value-Added Selling***

“Deep and meaningful connections with people in business can change the trajectory of your career. This is a brilliant playbook for professionals who want to step up their game and truly own their success. I have seen the power of this approach in action—and IT WORKS!”

—**Rich Daly, Executive Vice President, Takeda Pharmaceuticals**

About the Book:

One of the most influential business coaches of our time, Marshall Goldsmith helps businesspeople pinpoint career-harming behaviors, understand why they engage in them and, most importantly—stop. His book *What Got You Here Won't Get You There* wasn't just a runaway bestseller, it has helped untold numbers dramatically improve their careers and personal lives.

Now, Goldsmith teams up with leading sales thought leaders Don Brown and Bill Hawkins to help you break the habits that specifically damage sales relationships. This dream team's combined clients have increased their sales from 5 to 30 percent—and their gross profit up to 50 percent! In short, their approach works.

What Got You Here Won't Get You There in Sales! provides simple-to-use tools for maintaining and leveraging quality personal connections by doing something much easier than learning new behaviors: simply *stopping* old ones. When dealing with your customers, do you:

- Needlessly verbalize and execute every possible step in the sales process?
- Repeatedly initiate communication for no apparent purpose?

- Attempt to verbally “one up” your customer in conversation?

The authors name 16 bad habits in all, and they provide proven techniques for reversing their negative effects by putting them to rest for good. There is no profession that depends more on good relationships than sales. And there's no one more qualified to coach you to create and nurture productive sales relationships than these three authors.

You *do* have the power to change. Let Goldsmith, Brown, and Hawkins help you kick your bad habits to improve relationships, increase sales, and enjoy a more fulfilling, enriching career.

 [Download What Got You Here Won't Get You There . . . in Sal ...pdf](#)

 [Read Online What Got You Here Won't Get You There . . . in S ...pdf](#)

Download and Read Free Online What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) Marshall Goldsmith

From reader reviews:

Terry Matlock:

What do you with regards to book? It is not important to you? Or just adding material when you need something to explain what you problem? How about your time? Or are you busy particular person? If you don't have spare time to accomplish others business, it is make you feel bored faster. And you have free time? What did you do? Every person has many questions above. The doctor has to answer that question mainly because just their can do in which. It said that about publication. Book is familiar on every person. Yes, it is suitable. Because start from on pre-school until university need this What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) to read.

Bernard Lewis:

The experience that you get from What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) is a more deep you digging the information that hide inside the words the more you get serious about reading it. It doesn't mean that this book is hard to be aware of but What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) giving you excitement feeling of reading. The copy writer conveys their point in certain way that can be understood simply by anyone who read it because the author of this book is well-known enough. This particular book also makes your own vocabulary increase well. So it is easy to understand then can go together with you, both in printed or e-book style are available. We propose you for having this particular What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) instantly.

Clyde King:

People live in this new day of lifestyle always make an effort to and must have the time or they will get great deal of stress from both everyday life and work. So , once we ask do people have extra time, we will say absolutely sure. People is human not really a robot. Then we request again, what kind of activity do you have when the spare time coming to a person of course your answer will certainly unlimited right. Then do you try this one, reading publications. It can be your alternative within spending your spare time, the particular book you have read will be What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK).

Wanda Riddle:

Your reading sixth sense will not betray an individual, why because this What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) publication written by well-known writer who knows well how to make book that can be understand by anyone who also read the book. Written in good manner for you, dripping every ideas and creating skill only for eliminate your current hunger then you still skepticism What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) as good book not just by the cover but also through the content. This is one reserve that can break don't evaluate book by its cover, so do you still needing another sixth sense to pick this!? Oh come on your reading through sixth sense already told you

so why you have to listening to an additional sixth sense.

**Download and Read Online What Got You Here Won't Get You
There . . . in Sales (ENHANCED EBOOK) Marshall Goldsmith
#OLGUFBJ9127**

Read What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) by Marshall Goldsmith for online ebook

What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) by Marshall Goldsmith Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) by Marshall Goldsmith books to read online.

Online What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) by Marshall Goldsmith ebook PDF download

What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) by Marshall Goldsmith Doc

What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) by Marshall Goldsmith Mobipocket

What Got You Here Won't Get You There . . . in Sales (ENHANCED EBOOK) by Marshall Goldsmith EPub