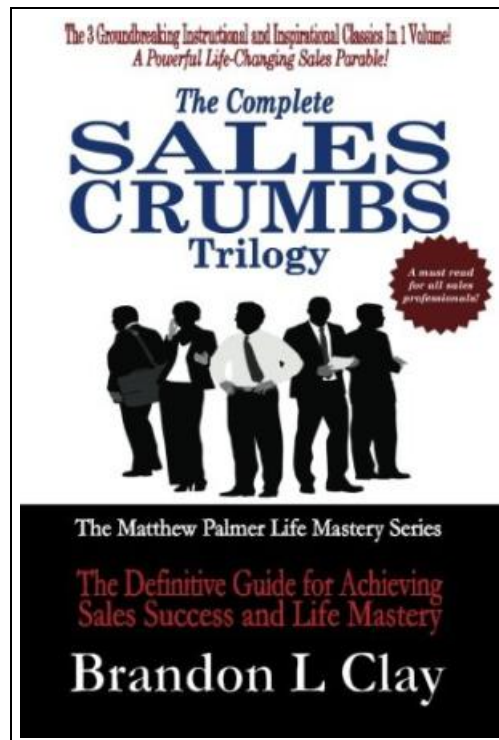


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Createspace, United States, 2012. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.This Inspirational and Instructional Trilogy is a Must Read for all Sales Professionals! 3 Classics in 1 Volume! Volume I - Sales Crumbs from the Master s Table Matthew Palmer was the new sales rookie and LeRoy was the old veteran. In an office where the young guns ruled with their smart phones, personal assistants, and expensive suits, no one seemed to have time or desire to coach the newcomer. Until one day, out of desperation, Matt approached LeRoy to show him the ropes. LeRoy responds to Matt by offering an intriguing proposition - pay for lunch everyday.for a month. The resulting friendship, sales/life lessons, and Matt s ultimate success are an inspiring story of how the simplest things can bring the best results. Volume II - A Trail of Sales Crumbs Matt has just finished 30 days with LeRoy over lunch. Newly enlightened he begins to walk out the journey - still unsure of his steps. Revelation comes from his grandfather, It is not the big things that show you the way, but the little things.life is about the crumbs. Through a series of real world experiences, he discovers that the best answers come from unexpected places and that they guide you from struggle to the first signs of success. Volume III - Feasting on Sales Crumbs After creating a business roadmap with his colleagues, Matt finds himself immersed in a series of fast-paced sales interactions that lead him to the biggest opportunity of his life. Just when he thinks victory is imminent, he is faced with choosing between his career and his family. Using all the lessons he has learned, he listens to his heart and discovers that authenticity is the...



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