



Quota-Busting Prospecting Skills: Strategies to Make Prospecting Fun & Profitable (How to Master the Art of Selling Book 3)

Tom Hopkins

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Got a quota? If you're in sales, the answer had better be a resounding "Yes!" Real success comes from reaching beyond what others expect from you - you'll miss 100% of the shots you don't take. More than any other profession, being in sales means you need to know what you're aiming for in order to be successful. How do you perfect your prospecting skills and make it fun and profitable?

No one knows the answer to that question better than the legendary **Tom Hopkins**, who earned more than one million dollars in commissions during the first three years of his sales career. Over the course of the past 25+ years, he's been teaching others to do the same.

There are four precise categories that every prospect falls into. Do you know who can use for your product or service? Do you know which ones can afford it? Ignore these key points, and you will struggle. Use them correctly, and you can write your own ticket to close limitless sales - and have fun in the process!

In sales, time is your most valuable commodity, and wasting it is a very expensive lesson. *Quota-Busting Prospecting Skills: Strategies to Make Prospecting Fun & Profitable* teaches you just how to make the most of your time with a smile. Discover which prospects are qualified before you even approach them, and stack the deck in your favor. In this program, you'll learn the secrets to:

- Finding the people to sell to
- Learning the nuances of Non-Referral prospecting
- Getting others to refer their friends to you
- Finding fortune and felicity with the phone

Using Tom's timeless techniques, you can keep your pipeline full and bust all your quotas. Now you can build a strong, loyal customer base that promises both fun and fortune!

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Sunny Weaver:

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Kurt Bohnert:

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