

Making Millions In Direct Sales - Michael G. Malaghan

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A direct sales superstar offers his tips on how to manage and grow quotabusting sales teams One of today's fastest-growing enterprise sectors, direct sales employs 10 million people. Of that number, 2 million are managers. The most respected name in the business and a living legend, Michael Malaghan has done more than \$2 billion worth of direct sales business over the past decade. In Making Millions in Direct Sales, he shares what he knows about assembling, managing, and motivating supercharged sales teams. Managers and those who aspire to become managers learn: Eight essential activities every direct sales manager must master 14 great motivators every sales manager should know How to combine sales contents and commissions in a unified motivational system 'Author: Malaghan, Michael G. Publisher: McGraw-Hill Illustration: N Language: ENG Title: Making Millions in Direct Sales Pages: 00000 (Encrypted PDF) On Sale: 2005-03-01 SKU-13/ISBN: 9780071451505 Category: Business & Economics : Economics - General Category: Business & Economics : Industries - Retailing Category:

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