

# Beat Sales Burnout: Maximize Sales, Minimize Stress - Stephan Schiffman

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Beat Sales Burnout is the perfect antidote for salespeople who need a boost. The time-tested strategies in this book help readers overcome job burnout, turn destructive stress into creative stress, increase productivity and make sales slumps a thing of the past. Salespeople have to be on their game 100 percent of the time. The proven strategies for self-renewal in this book provide today's sales professionals with quick fixes for getting through the day, the week, the quarter and the year with their attitudes - and their incomes - on the upswing. The author shows readers how to: Take control of the day; Use the LBE Formula - live, breathe and enjoy your job; Focus on strengths, not weaknesses; Make realistic income forecasts; Improve relationships with sales managers; Also includes a special section for managers on hiring, managing and retaining burnout-free sales teams Author: Schiffman, Stephan Publisher: Adams Media Illustration: N Language: ENG Title: Beat Sales Burnout Pages: 00224 (Encrypted EPUB) On Sale: 2012-01-01 SKU-13/ISBN: 9781440500831 Category: Business & Economics : Sales & Selling - General Category: Self-Help : Personal Growth - Success Category: Psychology : Industrial & Organizational Psychology

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