



Cold Callings For Jerks

By Kent Berryman

AuthorHouse. Paperback. Book Condition: New. Paperback. 120 pages. Dimensions: 8.9in. x 6.0in. x 0.5in. This book is designed for old pros, as well as, young upstarts. According to the U. S. Governments National Occupational Employment Statistics, there are over nine and a half million of us (salespeople) in America alone. Guess what Our numbers are growing, too. Let me be the first to congratulate you on your career choice. You're in the greatest profession in the world. No other career comes with such opportunity for wealth and satisfaction (notice I did not include the word prestige). Along with all the money and fun, you also get to enjoy all the animosity, distrust and downright dislike from the engineers, service people and technicians who work with you. These same people think you're overpaid because all you do all day is play golf and try to figure out where you're going to eat lunch. Everyone in the organization is jealous of what you do. Plus, they all think they could do your job. People see sales as glamorous. Deep down inside though, they know they can't do your job. They freeze up when they get in front of people. They couldn't stand the...



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