



NO is Short for Next Opportunity: How Top Sales Professionals Think

Martin Limbeck

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"A no does not mean that you should give up; on the contrary, a no means you should keep at it."

--Martin Limbeck

Selling is easy if you can offer the lowest price or a top brand that everyone wants. But what if you don't?

What if the client says no?

In sales, rejection comes with the territory. You will hear no, and you will hear it frequently. It's normal.

What's important is what you do with that no . . .

The right attitude toward selling is your key to success. Passion, pride, and perseverance are your most important assets. *NO Is Short for Next Opportunity* will inspire you to develop the proper mindset for selling and to seal more deals.

"This book is not an option for anyone who has ever heard the word 'no'-buy it and read it today and start getting 'yes' tomorrow."

--**Jeffrey Gitomer**, author of *The Little Red Book of Selling*

"This book will keep you going and growing throughout your career. I recommend it."

--**Mark Sanborn**, author of *The Fred Factor and You Don't Need a Title to Be a Leader*

"This book is bigger than sales. It's a book about lifelong success. Your success."

--**Randy Gage**, author of the *New York Times* bestseller *Risky Is the New Safe*

"Read Martin Limbeck's book and you will learn how to get past the no and realize your true potential."

--**Ron Karr**, author of *Lead, Sell or Get Out of the Way*

"Compelling, complete, and courageous, this book will show you how to sell successfully to others and how to overcome the objections of even your most important client-you. I got new ideas and a new sense of hope from the very first page!"

--**Monica Wofford**, CSP, CEO, Contagious Companies Inc. and author of

Make Difficult People Disappear

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Kimberly Langdon:

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Billy Taylor:

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Bernice Bland:

Playing with family in a very park, coming to see the water world or hanging out with buddies is thing that usually you have done when you have spare time, subsequently why you don't try point that really opposite from that. Just one activity that make you not experiencing tired but still relaxing, trilling like on roller coaster you already been ride on and with addition of information. Even you love NO is Short for Next Opportunity: How Top Sales Professionals Think, you can enjoy both. It is excellent combination right, you still want to miss it? What kind of hangout type is it? Oh come on its mind hangout men. What? Still don't buy it, oh come on its referred to as reading friends.

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