



10 Secrets of Time Management for Salespeople: Gain the Competitive Edge and Make Every Second Count

Dave Kahle

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The typical salesperson today is overwhelmed, trapped in a chaotic, pressure-filled environment with too much to do and not enough time to do it. Salespeople need help! This book provides it. Dave Kahle contends that smart time management is not about cramming more activity into each hour; but about achieving greater results in that hour. The content has been honed in hundreds of seminars and refined by the perceptions and experiences of thousands of salespeople. 10 Secrets of Time Management for Salespeople provides powerful, practical insights and ideas that really work, including hundreds of specific, practical, effective time management tips from dozens of salespeople who are on the "front lines" every day. The author, Dave Kahle, has been the number-one salesperson in the country for two different companies in two distinct industries. He's presented seminars throughout the world, published more than 400 articles, and authored three books and 32 multimedia training programs.

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