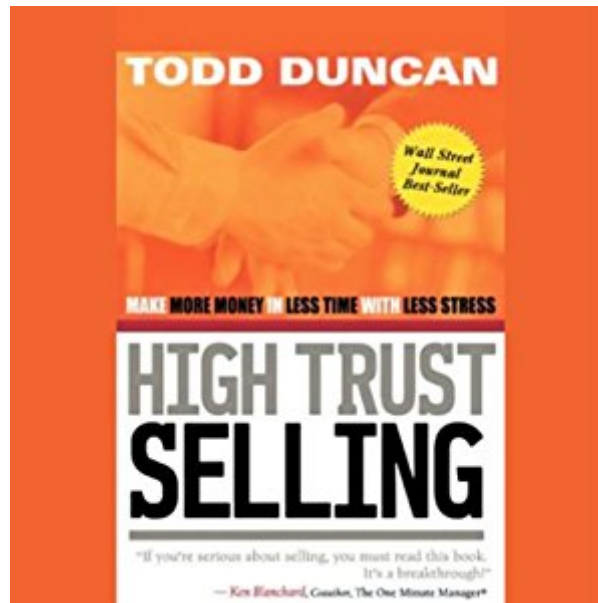




The book was found

High Trust Selling: Make More Money In Less Time With Less Stress



Synopsis

Author and speaker Todd Duncan believes that being successful in sales has a lot to do with what's on the inside of the person and the person's ability to establish and foster loyal relationships. In High Trust Selling, Duncan shows you how to connect who you are and what you are about in your selling career, giving you phenomenal and long-lasting results. --This text refers to an out of print or unavailable edition of this title.

Book Information

Audible Audio Edition

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Customer Reviews

I truly found that reading "High Trust Selling" opened my mind to a completely comprehensive understanding of everything that I hadn't even thought of as I progress in the real estate profession. I immediately bought a copy of the book from [Amazon](#) and sent it to my nephew who is starting a new sales job, as well. The book was absolutely fantastic; but, now I need a good workbook to go with it, so I can review each step in the process of becoming a "High Trust and Successful Seller".

Highly recommend to anyone in the selling field.

One of my all-time favorite books! This is applicable to literally anyone, not just people in sales.

Unfortunately most sales books are garbage. I have wasted a lot of money on these books over the years. This book is the exception to this theory. It is worth every penny. My eyes were opened to many things in this wonderful book. I wish that this had come across earlier in my sales career. The

info and exposure to coaching has been invaluable. Todd Duncan "walks the walk", he is a sales professional, not some author pretending he is a salesperson.

This book has helped me to create a business plan for the next three(3) years. I learn how to project sales and how to service my customers to both our advantage. Who to help and promote, who to put myself into. Made me think about things, i didn't think were important. I will be reading other writings of this Author. Great motivation!!

The book was very informative and relayed a number of points to stress in developing relationships when selling that I believe are prevalent in almost any long standing successful company. I feel the way the book was written made it easy to understand and I would not only recommend this book to all salesmen, but to anyone interested in becoming a "wealthy" entrepreneur.

Very good. Highly recommended.

The cover of the book refers to "High Trust Selling" as a "breakaway best seller." Reality Check Time: "Breakaway Best Sellers" do not rank 155,051 on . Perhaps considering the 440,884 ranking of "Build the Life of Your Dreams," or his 1,084,725 ranking for Wealth Strategies, or his 1,043,846 ranking for "The Power to Be Your Best," or his 338,285 ranking for "Killing the Sale," or his 609,308 ranking for "Top Ten Mistakes Sales People Make," I suppose that a 155k ranking might look like a "breakaway best seller" to Todd Duncan. Todd Duncan knows what you want and his message is that you can have it. He could be selling weight loss remedies, but he's not. He could be selling dietary supplements, but he's not. After ten years of publishing generic self help books, he's now selling: "Make money by being yourself." "You can have it all: a fulfilling personal life, free of anxiety, and a successful career in sales." If there's anything that he most resembles, it's a Shaman. If you believe, you will be cured. If the patient is not healed, then it's the patient's problem for lack of faith. Todd Duncan doesn't flaunt his academic credentials. He flaunts self-promotion. Take a look at his earlier books. He's not a sales guru; he's a motivational speaker. Notice the asterisk in "Closing the Gap," written by his publicist. * The Power of Promise: Finding the Power to Be Your Best, 1998* Closing the Gap, 2000 ** Wealth Strategies, 2002* Killing the Sale, 2004* The Power to Be Your Best, 2004* Time Traps, 2005* Who Stole My Sale?, 2006* Top Ten Mistakes Salespeople Make, 2007* High Trust Selling, 2007* An Ordinary World, The Role of Science In Your Search for Personal Meaning, 2009* Life On the Wire, Harmonizing Tensions Between Work and Life, 2009*

Plus three or four CD's on self improvement topics, e.g., "The Power to be your Best," and "Simple Truths for Salespeople."* Gaps happen...they happen to us spiritually, financially, physically, vocationally, and in our relationships. The distance between where we are and where we want to be can feel like miles. In Closing the Gap, motivational speaker Todd Duncan equips readers with perspective to see the distance in inches, not miles and suggests tools to close the gaps in life. Duncan says in his conference calls that he's closed 6 thousand mortgages. Really? He has done nothing but write self help and motivational books for the last ten years, and not one of his books is about mortgages. Prospect Mortgage recently hired him as its "Chief Productivity Officer." Ron Bergum! Who does your due diligence?

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