



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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Barbara Butler:

The ability that you get from NO is Short for Next Opportunity: How Top Sales Professionals Think will be the more deep you searching the information that hide in the words the more you get interested in reading it. It doesn't mean that this book is hard to understand but NO is Short for Next Opportunity: How Top Sales Professionals Think giving you enjoyment feeling of reading. The author conveys their point in certain way that can be understood simply by anyone who read the item because the author of this guide is well-known enough. This kind of book also makes your own vocabulary increase well. Making it easy to understand then can go together with you, both in printed or e-book style are available. We advise you for having that NO is Short for Next Opportunity: How Top Sales Professionals Think instantly.

Theodore Pritchard:

Playing with family within a park, coming to see the coastal world or hanging out with good friends is thing that usually you may have done when you have spare time, and then why you don't try matter that really opposite from that. One activity that make you not feeling tired but still relaxing, trilling like on roller coaster you have been ride on and with addition associated with. Even you love NO is Short for Next Opportunity: How Top Sales Professionals Think, it is possible to enjoy both. It is excellent combination right, you still need to miss it? What kind of hang-out type is it? Oh seriously its mind hangout men. What? Still don't get it, oh come on its known as reading friends.

Frank Moore:

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Adam Carter:

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