



The Ultimate Sales Revolution: Sell Differently. Change The World

By Steve Lishansky

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ACHIEVE the HIGHEST LEVEL of PROFESSIONAL RELATIONSHIP - BECOMING an INDISPENSABLE PARTNER in YOUR CLIENT'S SUCCESS

Are you looking for the keys to far more successful sales relationships, and client conversations that don't require manipulation, probing, and closing - yet which produce profoundly more powerful impact and results?

The Ultimate Sales Revolution clarifies how to reach the highest level of professional relationship - being an Indispensable Partner in your client's success. You attain this exalted level of trust, respect, and differentiation from your competition by ensuring that every client request and activity delivers meaningful results, builds the strongest and most sustainable client relationship, avoids the 3 Sources of Miscommunication, and delivers massive value and impact.

Each of the principles in this book transforms your ability to win business, get paid for your value (not your time, effort, or activity), and earn the access, recognition, respect, and rewards reserved for the most successful sales people and privileged professional services providers. Inside are the keys that promise to significantly advance your professional enjoyment, impact, and most importantly... your results.

Here is what top professionals and leaders are saying:

Suzi Pomerantz - CEO, Innovative Leadership International; Best Selling Author, Seal the Deal "The Ultimate Sales Revolution is the most important book on business development you will ever read. This is your roadmap for how to get the best possible client relationships - and maximum competitive advantage."

Linda Stewart - CEO, Innovation Associates "This book will truly revolutionize the way you think about selling. If selling is a part of your business (and it should be for everyone), this is a must read!"

Barri Rafferty - CEO North America, Ketchum (division of Omnicom) "Steve

Lishansky reconstructs what 'sales' should be. His training shifted our agency's focus on sales and transformed it to building relationships, value and trust."

Jason Pappas - Managing Partner, Antson Capital Partners "As someone who practiced, managed, trained and taught sales most of my career I was blown away when I read Steve's book. Steve has never ceased to amaze me with his ability make the complex understandable and effective. Highly recommended!"

Louis Noorden - President, The Hire NetWork Inc "I wish this book was written 30 years ago when I first started The Hire NetWork. I shudder to think of the time I could have saved developing executive relationships with Fortune 100 companies."

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The Ultimate Sales Revolution: Sell Differently. Change The World By Steve Lishansky Bibliography

- Sales Rank: #701335 in Books
- Published on: 2015-07-21
- Original language: English
- Number of items: 1
- Dimensions: 9.20" h x .70" w x 6.20" l, 1.00 pounds
- Binding: Hardcover
- 192 pages

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Editorial Review

From the Inside Flap

The Ultimate Sales Revolution tackles and transforms the thorniest issues in sales, and provides proven principles and a path for creating massively successful relationships. This is the book that teaches professionals how to create value in the lives of their prospects and clients so they become trusted and respected partners in success. Most importantly, it shows how to do it without the manipulative, probing, controlling, and closing techniques that have poisoned the practice of sales in the mind of customers.

Steve Lishansky boldly challenges the perceptions that have turned sales into one of the least respected professions in the world, and shows how to elevate and accelerate success, positive experience, professional excellence, and valuable results in every relationship. Through applying deep insights from neuroscience, linguistics, phenomenology, and universal human dynamics, *The Ultimate Sales Revolution* shows you how to quickly become an Indispensable Partner in your clients' success - the ultimate level of professional relationship.

You will discover how to:

- Differentiate yourself from your competition in profoundly powerful ways
- Gauge exactly what is needed at every stage of your relationship
- Ensure that every action delivers significant impact, value, and results
- Effectively avoid the Three Sources of Miscommunication
- Win more business - and get paid even more for your value

Now is the time to elevate your effectiveness and results in every meaningful relationship in your life. When you master the principles and practices of *the Ultimate Sales Revolution*, you transform your conversations, and achieve a level of trust, respect and communication that every great relationship requires.

From the Back Cover

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About the Author

Steve Lishansky has successfully taught universal human dynamics that elevates and accelerates exceptional results to thousands of top professionals and leaders in over 40 countries around the world. Steve focuses on

optimizing the impact, value, and results of his clients with powerful principles and practices that produce extraordinary levels of performance and success.

Since founding the Institute for Sales Innovation in 1992, he has worked with many leading organizations including MetLife, State Street, Cisco, EMC, Johnson and Johnson, Novo Nordisk, and PricewaterhouseCoopers, and fast-growing technology and financial services firms.

He has a passion for building high performance cultures, coaching top producers and leaders, and optimizing the results of executive and sales teams. Steve takes a special pride in helping all of his clients to profoundly accelerate and elevate their most important results. He is also passionate about family, travel, and making the world a much better and more fulfilling place.

Users Review

From reader reviews:

Teresa Thomas:

This The Ultimate Sales Revolution: Sell Differently. Change The World is brand new way for you who has attention to look for some information mainly because it relief your hunger info. Getting deeper you upon it getting knowledge more you know or perhaps you who still having bit of digest in reading this The Ultimate Sales Revolution: Sell Differently. Change The World can be the light food to suit your needs because the information inside this kind of book is easy to get by anyone. These books develop itself in the form that is certainly reachable by anyone, yeah I mean in the e-book form. People who think that in e-book form make them feel sleepy even dizzy this reserve is the answer. So there is not any in reading a e-book especially this one. You can find actually looking for. It should be here for you. So , don't miss that! Just read this e-book variety for your better life and also knowledge.

Debbie Allen:

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Evelyn Nay:

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Doris Avey:

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