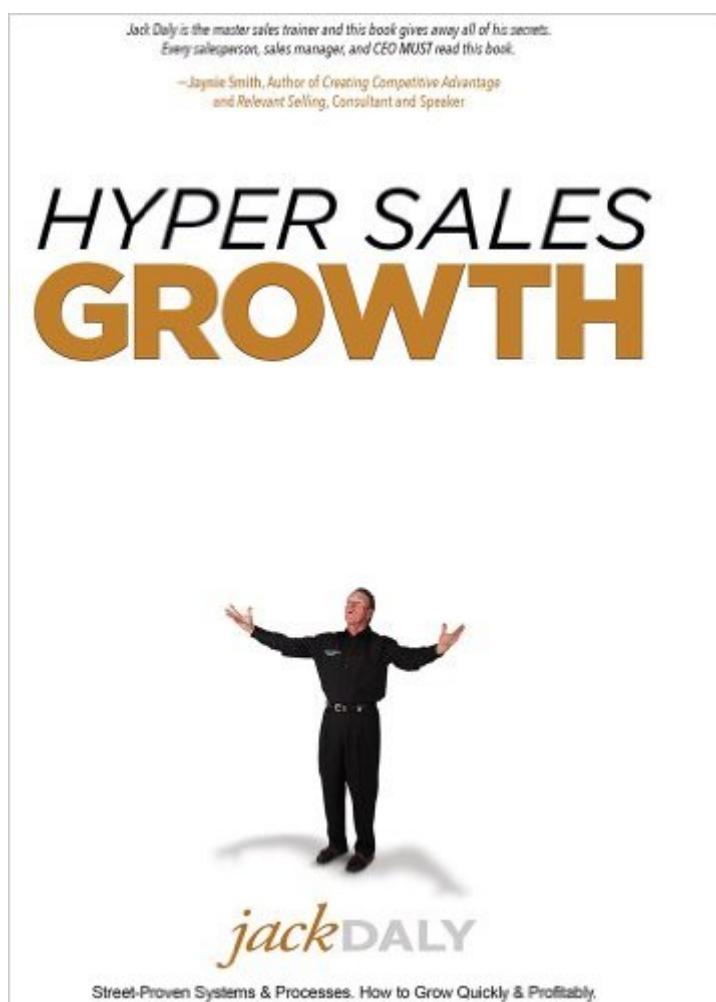


The book was found

Hyper Sales Growth: Street-Proven Systems & Processes. How To Grow Quickly & Profitably.



Synopsis

IF YOU THINK YOU KNOW SALES...YOU DONâ™T KNOW JACK! âœ Jack Daly stands above all others. His energy is matched only by his genius and understanding about what makes the best sales organizations. Itâ™s not commission strategies, itâ™s not about glossy sales materials; it is about people. Jack understands better than most that if you look out for your people and insist that they look out for your customers, the result is unprecedented growth (and a lot of very happy and inspired employees and customers).âœ â˜ Simon Sinek, Optimist and Author of Leaders Eat Last and Start With Why âœ Winning teams result from strong cultures and leadership driven systems and processes. In the world of sales, as detailed in Hyper Sales Growth, Jack Daly knows how to lead and win.â • â˜ Pat Williams, Co-Founder, Orlando Magic, Author of Vince Lombardi on Leadership âœ If you want to play the piano, you hire a teacher. If you want to run a fast marathon, you hire a coach. Jack Daly is the best Professional Sales Coach in America. He teaches you what you need to know, how to remember it, and how to practice it every single day. This book will change your life as a leader and a salesperson, and you will thank Jack Daly every day you make a new sale.â • â˜ Willy Walker, Chairman and CEO, Walker & Dunlop âœ Itâ™s finally here!! The book all the million fans (thatâ™s literal) of Jack Daly have been wanting âœ a book that shares the same time-tested sales management techniques that work to drive growth heâ™s been teaching in his powerful and packed workshops. Itâ™s all about getting the sales management piece right; this is the book that shows you the way.â • â˜ Verne Harnish , CEO of Gazelles Author of Mastering the Rockefeller Habits and The Greatest Business Decisions of All Time âœ If you want to get predictable revenue and profitable growth, Jack Daly is your source for the state of the art in sales. Read this book, buy it for your team, follow his advice and youâ™ll be unstoppable.â • â˜ Christine Comaford , Executive Coach & Presidential Advisor NY Times Best Selling Author of SmartTribes: How Teams Become Brilliant Together âœ Jack Daly is a rare gem in the business world. I have seen him transform several companies, by growing revenue, by upgrading corporate cultures, and by growing employeesâ™ capacity to produce results. His vast knowledge and experience gives him a perspective unmatched by anyone Iâ™ve experienced. This book is a must read if you are interested in taking your company to the next level in the most direct way possible.â • â˜ Rick Sapio , CEO of Mutual Capital Alliance, Inc

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Customer Reviews

I am recommending this book to four kinds of people: CEOs/ business owners, Sales Managers, sales people and business thinkers, each for a different reason. After you read this book, one of the things you'll understand is that the first three should never be the same person (a sin I am currently committing). CEOs will find very compelling advice about structuring the sales function properly and how to fit it in the context of a well functioning organization. They will find not only high level thoughts on vision, culture, systems, processes, planning, and strategy, but very specific tactics and ideas on how to simply and effectively implement them and how to effectively measure the return of these implementations. It will also show CEOs how to properly recruit, select and evaluate the sales management team. For sales managers, this book should be invaluable in designing the sales function, selecting the sales force, recruiting the winners, coaching, teaching, motivating, compensating and measuring the results of the sales force. It will also give sales managers a great perspective into their role in building a company's culture and helping the CEO and the COO grow the company. The book is full of big picture ideas and philosophical guide-posts to help sales managers evaluate the difficult trade-offs they usually face, but it is also full of specific, practical ideas on how to effectively execute the functions of a sales manager. And for sales people, the book contains very unique and memorable techniques to create relationships with customers. One big differentiator of this book, is that the author's approach to sales is very honest. Unlike the traditional "always be closing" model of the hard sales techniques, the author recommends a "transfer of trust" model.

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