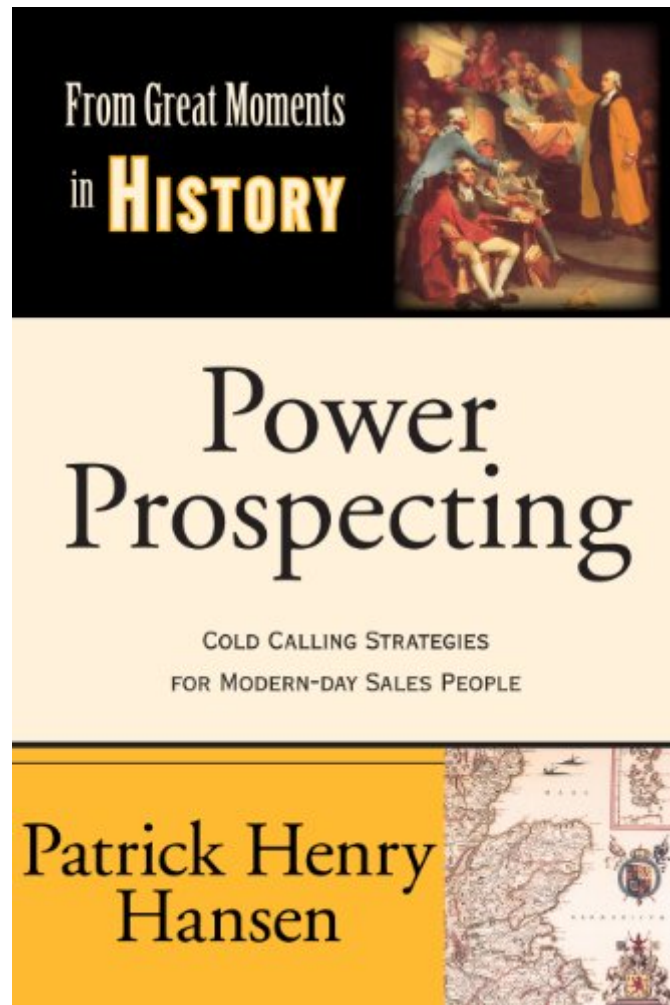


The book was found

Power Prospecting (From Great Moments In History Book 3)



Synopsis

Patrick Henry Hansen's Power Prospecting draws on some of history's most compelling moments to teach modern prospecting principles--Aristotle's banishment from Plato's Academy, Robert Bruce's victory at the battle of Bannockburn, mountain man John Colter's miraculous escape from Blackfeet Indians, and more. Beginning each chapter with a captivating historical event, Power Prospecting both informs and entertains. Build a B2B pipeline, improve teleprospecting and selling skills, increase lead generation, referrals, and executive networking.

Book Information

File Size: 1883 KB

Print Length: 243 pages

Publisher: Brave Publishing; 3 edition (April 20, 2012)

Publication Date: April 20, 2012

Sold by: Digital Services LLC

Language: English

ASIN: B007WTZ2C8

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #536,808 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #31

in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Marketing >

Telemarketing #70 in Books > Business & Money > Marketing & Sales > Marketing >

Telemarketing #938 in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Sales & Selling

Customer Reviews

This is a key element that is touched on in the DNA Selling Method book. Mr. Hansen has a delightful way of writing using historic examples to illustrate his key points. The book is an easy read and is very useful for both the new sales person as well as the "old war horse" that wants to hone his/her prospecting skills. Cold Calling is still needed and this book helps generate new business that every company and sales person needs if they want to grow. This book helped me overcome my fear of cold calling. I saw him at an Upstate New York sales kick off meeting, he writes like he

talks which is very entertaining. This is an easy read and has great insights.

This book is absolutely a "must" read for any sales professional or manager. Whether you want to improve your own results or those of your team or company. This book gives a path to Prospecting Nirvana. It is simple, yet very powerful and is brutally honest about why Prospecting is such a huge problem in the sales profession. With this book in hand a rookie or a veteran can see dramatic results. Can't wait to read the rest in the series!

I HATE cold calling! What a senseless waste of time! That is what I used to say, until our group was trained by Patrick Henry Inc. I'm glad to have this book in my library. It teaches you how to put together the language of a cold call so you aren't getting hang ups in the first second. I have had five times the success after using the principals taught in this book!

I have ready many books on professional level selling. Having been a successful salesman, in one form or another, for most of my professional life I am always looking to update my skill set and learn from others. Patrick Henry Hansen's work is excellent and a "must read" for anyone interested in a selling career and improving skills. Not every book on selling skills is a "magic bullet" containing everything you need to know. But you can learn something from each one. I recommend these books as well worth your reading time.

WOW amazing read! I have a hard time reading "sales" books but Patrick's use of history to make selling concepts kept me hooked. Again, I don't really read or finish sales book but this is by far the best prospecting book I have EVER finished.

The book was recommended to me by a friend and what an entertaining read it was. Being new in the sales industry without the right tools puts you at a serious disadvantage. On my quest to prepare myself I searched and read many sales materials, books and viewed numerous videos. All these were great in getting a base, but nothing was working to put me above the rest of the crowd. After reading Power Prospecting I noticed two things, the other books were a boring read by comparison and the lessons taught were not working. I was able to apply the tools and lessons outlined by Mr. Hansen to effectively increase my pipelines and the history side in each of the chapters prevents a boring read. This is a great book for the new salesman, or someone with years of experience. I have started on the rest of the series and would recommend you give this book a read, it will help to

overcome your cold calling fears and help you learn the secrets of effective cold calling.

I am a small business owner growing and now building a sales force. I bought this book to refresh my prospecting skills so I can better lead some of team members in their cold calling efforts. I found the progression of the book to be solid and the historical anecdotes to be interesting and a differentiator from typical business books. Someone commented about the author trying to sell his services as part of the book. I would expect nothing less from a seasoned sales person! The pieces that talk about Patrick Hansen's services and company do not undermine or distract from what I believe is a well written book and solid guide for prospecting while providing an entertaining read with many good tips.

After being in sales for three years and taking SPIN Training, I found Power Prospecting to be more entertaining than anticipated. It coincided with a time where I was starting from square one with another company and doing quite a bit of prospecting in result. How had I worked as a sales rep for all of those years and missed the importance of qualifying a lead to ensure my time was dedicated towards the right opportunities?! Using the prospecting skills and tactics from this book improved my sales, allowing me to continually increase revenue over the past five years. I consider myself a successful Inside Sales Representative and although I'm mostly working with customers these days, I still qualify leads each day in order to better prioritize my time, which is quite important with a huge sales territory like mine.

[Download to continue reading...](#)

Power Prospecting (From Great Moments in History Book 3) Gymnastics: Great Moments, Records, and Facts: Great Moments, Records, and Facts (Great Sports) Great Moments in Olympic Gymnastics (Great Moments in Olympic Sports) Great Moments in the Olympics (Great Moments in Sports) Power Prospecting: Different is the new great Beginning Power BI with Excel 2013: Self-Service Business Intelligence Using Power Pivot, Power View, Power Query, and Power Map Power Pivot and Power BI: The Excel User's Guide to DAX, Power Query, Power BI & Power Pivot in Excel 2010-2016 Olympic Gymnastics (Great Moments in Olympic History) The British Are Coming!: Paul Revere Makes a Midnight Ride: Great Moments in History A Book of Ages: An Eccentric Miscellany of Great and Offbeat Moments in the Lives of the Famous and Infamous, Ages 1 to 100 Great Moments in American Auto Racing (Matt Christopher Sports) Great Moments in NASCAR Racing (Highlights of NASCAR Racing) Fanatical Prospecting: The Ultimate Guide for Starting Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone,

E-Mail, and Cold Calling High-Profit Prospecting: Powerful Strategies to Find the Best Leads and Drive Breakthrough Sales Results Red-Hot Cold Call Selling: Prospecting Techniques That Really Pay Off The Orvis Guide to Prospecting for Trout: How to Catch Fish When There's No Hatch to Match, Revised Edition Modern Rockhounding and Prospecting Handbook (Falcon Guides) You Can Find Gold with a Metal Detector: Prospecting and Treasure Hunting Metal Detecting Gold: A Beginner's Guide to Modern Gold Prospecting Fanatical Prospecting: The Ultimate Guide to Opening Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, Email, Text, and Cold Calling

[Dmca](#)