



## Learn Sales Hypnosis (Paperback)

By Bryan Westra

Createspace, United States, 2015. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Imagine how I felt when I was about to give up and a man by the name of Kevin Diekhoff convinced me to stay. He convinced me by simply saying, I have an idea, and shutting up. A period of time passed; what seemed like forever. I finally, feeling the burden of uncomfortable silence in the air, replied with, What s your idea? And as quickly as I was hypnotized without knowing I was hypnotized-I was sold. I was in my early 20s, you see, and I did not know the first thing about selling anything to anyone. I had worked in management for most of my young life. I was a hard worker, but just not a very smart worker. In a couple weeks I would finish a ride-a-long with Kevin and he would teach me many of the lessons you will learn throughout this book. When I was finished with my training, with Kevin, I almost instantly overnight rose to the top; becoming the number one salesperson on the sales-force. This would be the first of many opportunities where I...

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