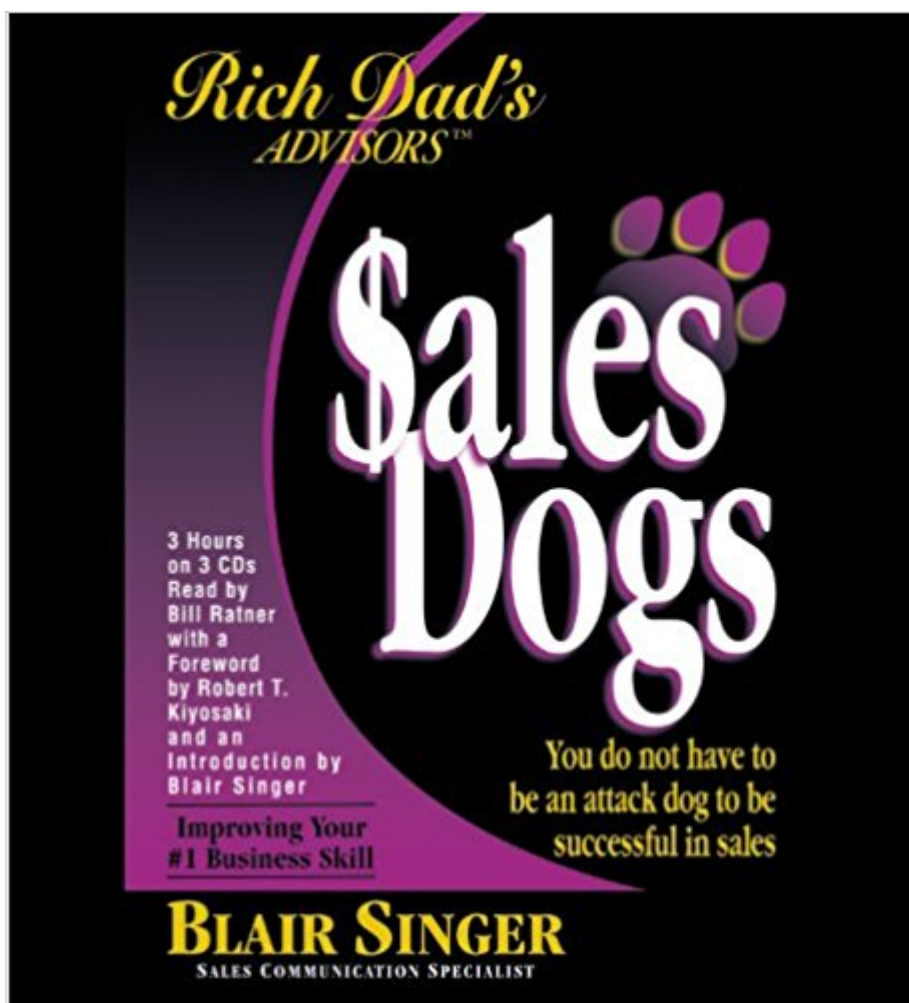


The book was found

Rich Dad's Advisors: SalesDogs®: You Do Not Have To Be An Attack Dog To Be Successful In Sales



Synopsis

By knowing the five basic breeds of people-the Pit Bull, the Golden Retriever, the Poodle, the Chihuahua, & the Basset Hound-readers will have the necessary insight to improve their business & selling savvy. SalesDogs will: * Introduce Five Breeds of SalesDogs! * Reveal the five simple but critical revenue-generating skills to generate endless streams of qualified buyers & life-long sales * Teach you how to identify your "breed" & play to your own strengths * Give you the steps to inspire & direct any group of sales people into a charging pack of blue-ribbon SalesDogs * Show you how to reduce your sales effort, increasing your sales results * Teach you how to radically change your attitude in thirty seconds or less so you can direct your financial results.

Book Information

Series: Rich Dad's Advisors

Audio CD: 1 pages

Publisher: Hachette Audio; Abridged edition (January 1, 2003)

Language: English

ISBN-10: 1586214640

ISBN-13: 978-1586214647

Product Dimensions: 5.1 x 0.9 x 5.8 inches

Shipping Weight: 4 ounces

Average Customer Review: 3.7 out of 5 stars 77 customer reviews

Best Sellers Rank: #1,370,737 in Books (See Top 100 in Books) #82 in [Books > Books on CD](#) > Business > Sales #119 in [Books > Books on CD > Business > Personal Finance](#) #385 in [Books > Books on CD > Business > Management](#)

Customer Reviews

Blair Singer is a Sales Communication Specialist. He lives in Zephyr Cove, Nevada. --This text refers to an out of print or unavailable edition of this title.

Part of Robert Kiyosaki's Rich Dad's Advisor Series, this program offers high-quality sales and personal development strategies. Singer has a can-do approach that doesn't wait for help from bosses or other authority figures. He teaches unflappable salesmanship that is relentlessly positive, 100% committed, and totally focused on serving your customers. His insights about sales relationships are priceless, and he is articulate when dismissing sales approaches that are too aggressive, too general, or too short on passion and honesty. By leveraging your strengths, which

Singer categorizes into five "breeds" of sales dogs, you can move past your competition in any product line or service. An intuitive lesson on how to be a high-quality sales professional. T.W.
© AudioFile 2003, Portland, Maine-- Copyright © AudioFile, Portland, Maine

I am going to be put in the dog house for this review :("Bow," where's the "WOW," toss me the meaty bone; not a few scraps. At first, I was entertained by this book. Then, as I began diverting more attention to the content and focus of the book, I felt let down. I had just finished reading Mr. Kiyosaki's Four Quadrants, a spectacular book. I was expecting the same quality. Unfortunately, this book is not focused enough. It lacks the 'quality quotient' from the previous books I had read from the Rich Dad/Poor Dad Series. In a positive tone, I learned quite a bit from his imagery of comparing sales traits to different types of dogs. The book provided great exercises that were easy to follow and they worked for changing my sales performance! It also provided me with a quick and easy reference about how to utilize and differentiate sales people responding in different situations. However, do not rely on this book. It misses quite a few important elements for sales that are relevant to the introduction provided by Mr. Kiyosaki, and the theme of this book. Continue the learning process about how to be a great salesperson.

This book is an EXCELLENT book for every salesman or salesdog the way the book put it. The book lets you know on how to be a salesman your own way, and not how most sales team want you to be (an exact copy of them). The way the book puts it there's 5 types of sales people and everyone is unique and different. Great book to know your inner salesman and know where you stand as a salesman. Also gives great advice on that managing a sales team every manager should know! Great book! Must read!

It is a good book. I do believe everything in life is sales as author says, but other than hearing the personalities of the types of sales dogs, this book would greatly benefit from giving more real life actual examples on actual transactions made and with details to help better understand the sales skills he talks about.

Great book! no disappointment

I love this book

A great book by Blair, great insights through all the chapters and, yes, very valuable advice for your business and personal life.

Great read about the different selling personalities.

After reading as many Sales books as you probably have, this Rich Dad book offered me a nice new perspective to look at the OLD sales problems. I recommend this book, very much, because of that.

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

Rich Dad's Advisors: Sales Dogs – You Do Not Have to Be an Attack Dog to Be Successful in Sales
Rich Dad's Advisors: Writing Winning Business Plans: How to Prepare a Business Plan that Investors will Want to Read - and Invest In (Rich Dad's Advisors (Audio))
Rich Dad's Advisors: The ABCs of Getting Out of Debt: Turn Bad Debt into Good Debt and Bad Credit into Good Credit (Rich Dad's Advisors (Audio))
Loopholes of the Rich: How the Rich Legally Make More Money and Pay Less Tax (Rich Dad's Advisors)
You Can Choose to Be Rich: Rich Dad's 3-step Guide to Wealth (Rich Dad Book Series)
Rich Dad's Retire Young Retire Rich: How to Get Rich and Stay Rich
Real Estate Riches: How to Become Rich Using Your Banker's Money (Rich Dad's Advisors)
Start Your Own Corporation: Why the Rich Own Their Own Companies and Everyone Else Works for Them (Rich Dad's Advisors)
Rich Dad Poor Dad: What The Rich Teach Their Kids About Money - That the Poor and Middle Class Do Not! Loopholes of Real Estate: Secrets of Successful Real Estate Investing (Rich Dad's Advisors)
DOG BREEDS: Dog breeds, Dog training, Dog names and Dog descriptions with dog breeds history. Over 250 different dog breed types.
Rich Dad's CASHFLOW Quadrant: Rich Dad's Guide to Financial Freedom
The ABCs of Property Management: What You Need to Know to Maximize Your Money Now (Rich Dad's Advisors)
Habits of the Super Rich: Find Out How Rich People Think and Act Differently: Proven Ways to Make Money, Get Rich, and Be Successful
Tax-Free Wealth: How to Build Massive Wealth by Permanently Lowering Your Taxes (Rich Dad's Advisors)
The ABCs of Real Estate Investing: The Secrets of Finding Hidden Profits Most Investors Miss (Rich Dad's Advisors (Paperback))
Loopholes of Real Estate (Rich Dad's Advisors (Paperback))
Rich Dad's Advisors: Tax-Free Wealth: How to Build Massive Wealth by Permanently Lowering Your Taxes
Run Your Own Corporation: How to Legally Operate and Properly Maintain Your Company into the Future (Rich Dad's Advisors (Audio))
Rich Dad's Guide to Investing: What the Rich Invest in, That the Poor and the Middle Class Do Not!

Contact Us

DMCA

Privacy

FAQ & Help