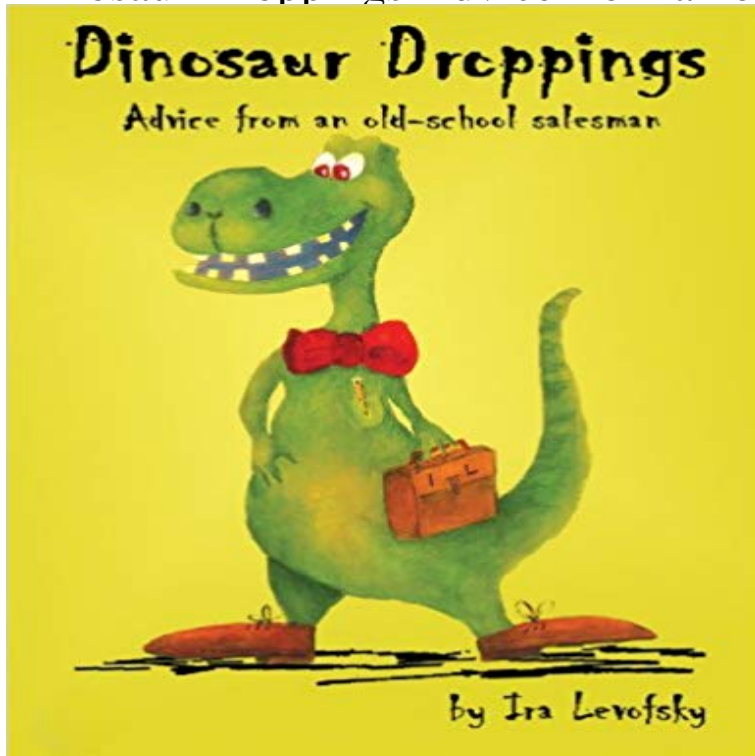


Dinosaur Droppings Advice from an old-school salesman



Advice on the sales profession and life in general from a successful guy who has been there and done that. **WARNING:** This book is not politically correct - but extremely accurate. If you are easily offended perhaps you should choose another profession like Sandpaper Tester or Field Asparagus Inspector. - Editor Mike Swedenberg Introduction Making a living has never been tougher. Everywhere you look; its another protest or a two block long line of unemployed people standing around waiting for money from your taxes, the state unemployment fund Life sucks, times are tough and as a sales person, you stand in wonder just how the hell you are supposed to make a living with everyone around you so broke? Trying to decide which line to stand in? Before you throw in the towel and join the lost masses, take a closer look at whats really going on around you. All those protesters are talking on the latest smart phones carrying debit cards and wearing hundred dollar sneakers. The unemployment line is full of happy smiling faces stuffed with chocolate chunk scones and washed down with venti cafe lattes and water imported from a subterranean well in Yugoslavia. The truth is there is plenty of money out there to be earned by you and spent on your products but you need to peel back the layers of life, media and general day to day bullshit to find the path of your success. The only question is how do you get their money into your pocket? You need to find the way to grab those bucks before they become another bottle of imported water. Each sale you try and fail is more than a lost opportunity, its lost money, your money. Within the pages of Dinosaur Droppings are answers, experiences, suggestions, methods, and lessons from past mistakes, more mistakes and years of mistakes. The Dinosaur will help you open your eyes and claim your prize by helping you in anticipating objections, problems and roadblocks in real

time. Reading the book and allowing the lessons to guide you will result in reducing the number of lost sales and putting the prospects money in your pocket, where it belongs. Those who tell you all is lost, life is hopeless and there is no hope will soon fund your new ride and upgrade your seats at the game. As they stand in wonder of how you manage to do so well when all they could afford was your products that they just purchased, you have won the game. Keep on winning and grow your sales, buy the book Dinosaur Droppings. - Ira Levofsky

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