

Foreword by
DAVE KURLAN

*Author and Founder of Objective Management Group
Winner of Top Sales Assessment Tool*

HOOKED ON HOPIUM



**Overcome the Biggest Obstacle
to Your Sales Success!**

*"Mike Shannon has created a gem. *Hooked on Hopium* is a must-read for anyone in search of purpose and passion at work and in life."*

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Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success

B. O. L. O. Lee



Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success:

Hooked on Hopium E. Michael Shannon,Bill Janocha,2012-04-03 Where Will You Be Financially Six Years from Now Six years ago two beaten down salesmen met each morning for coffee and to commiserate about the challenges of trying to maintain a sales career in the New Economy So far their longing for the good old days in sales and their addiction to hope in better financial success have led to nothing Six years pass and the two meet again One has achieved financial independence after engaging in a unique sales training and development program The other still hooked on hopium his financial situation worse than ever mentally scoffs at the notion that some so called sales expert s training could make much of a difference Still to humor his old friend he listens politely to specific solutions the expert taught to enable salespeople to break through New Economy and New Consumer sales barriers and his mind begins to tingle with fresh possibilities as he discovers how he too can once again excel in his own sales career Based on actual events and financial results Hooked on Hopium is an entertaining quick to read fictional story that details proven New Economy sales solutions and is a key first step toward overcoming the obstacles to your sales success

Sales Success Mark Bowser,2016-05-01 Can a book actually help you close more sales Yes it can Sales Success is the book that shapes sales careers While reading this sales fable learn sales strategies used and recommended by members of the sales hall of fame including Zig Ziglar Tom Hopkins and Scott McKain In Sales Success you will discover why sales success happens for the earnest student and why it doesn t for the rest Come along with master storyteller Mark Bowser as he takes you on a journey of discovering ultimate sales success In Sales Success you will meet Digger Jones the mentor we all wished we had Follow along as Digger teaches motivates and inspires his young prot g from failure to the heights of sales achievement and how you can apply these lessons to your own sales journey

Sprint to Sales Success Mary Poul,2015-09-10 High achievers ALL follow the advice in this book to achieve their goals faster After interviewing hundreds of sales coaches experts and top sales producers author Mary Poul discovered what successful sales pros have figured out to bust through the obstacles that everyone faces in selling This is NOT a book on sales skills This book shows you how the top sales pros push beyond their current sales skills to continuously get better If you have little time to spare and want to rapidly accelerate your sales success read this book and then work through the Bonus Materials See Below to take action on what you learn immediately What s Inside How coachable are you Top sales organizations evaluate this right in their interviews Use the assessment so you can make yourself open to rapid personal growth What are your best sales skills Which skills do you want help to develop Use the Sales Maturity Rating to zero in on the highest impact areas for your growth How do you choose the best coach for you Decide which of the four coaching options will get you to your personal goals Then use the test to make sure you are working with the best Use the Mastermind Operations Guide to set up your own group of sales superstars to mentor each other How powerful is the WHY that motivates you Clarify your person vision to propel you through any obstacle that gets in your path What sustains your momentum

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All In B. O. L. O. Lee, 2018-02-14 B O L O Lee shares how he was able to beat the odds in sales and life through the stories and lessons he learned from the aftermath of the Vietnam War life in the refugee camps in Thailand and the hardships of growing up in America as a first generation survivor immigrant to achieving the American Dream success in sales and beyond This powerful and relevant book will inspire people and organizations to achieve success beyond what they ever thought was possible with timeless sales business and life fundamentals truths and strategies everyone can use to become the best in their industry In this book you will learn how to Believe in yourself Take control of your career your success and your life Learn the simple techniques steps and the All In mindset it takes to systematically get better and become the best sales rep in your industry Let go of the barriers that hold most people back Gain the courage to overcome any obstacle in your way Distinguish between the myths and truths of sales and success Understand what it truly takes to be the best Get the inspiration you need to beat the odds in sales and in life Most importantly Be grateful

25 Toughest Sales Objections-and How to Overcome Them Stephan Schiffman, 2011-05-23 Turn common objections into BIG OPPORTUNITIES It costs too much We re switching to overseas vendors Let me think about it NO You can do one of two things when a customer is reluctant to buy You can back off or go in for the kill 25 Toughest Sales Objections and How to Overcome Them helps you choose which direction is the best approach and gives you the tools you need to deflect that obstacle and make the sale Bestselling author and renowned sales guru Stephan Schiffman has tapped into his decades of hands on experience training sales professionals and has boiled his list of objections down to the top 25 most frustrating universal issues Through sample dialogues and occasionally humorous examples any salesperson can relate to Schiffman provides the solutions to help turn any No into a done deal At long last the sales objection has met its match Stephan Schiffman provides you with an arsenal that helps you combat any negative response and in the process turns perceptions of you from sales rep to ultimate problem solver

From Zero to Hero Breaking Through the Barriers to Success Brett Olson, 2012-02-01 How to move from ordinary to extraordinary in sales Here are a few of things you will learn from this book Finding your why putting goal power to work for you finding a mentor how to maximize your earning power becoming a master at overcoming objections how to build and train a sales team and how to

track your way to the top *The Only Sales Guide You'll Ever Need* Anthony Iannarino,2016-10-11 The USA Today bestseller by the star sales speaker and author of The Sales Blog that reveals how all salespeople can attain huge sales success through strategies backed by extensive research and experience Anthony Iannarino never set out to become a salesman let alone a sales manager speaker coach or writer of the most prominent blog about the art and science of great selling He fell into his profession by accident as a day job while pursuing rock and roll stardom Once he realized he d never become the next Mick Jagger Iannarino turned his focus to a question that s been debated for at least a century Why are a small number of salespeople in any field hugely successful while the rest get mediocre results at best The answer is simple it s not about the market the product or the competition it s all about the seller And consequently any salesperson can sell more and better all the time Over twenty five years Iannarino has boiled down everything he s learned and tested into one convenient book that explains what all successful sellers regardless of industry or organization share a mind set of powerful beliefs and a skill set of key actions including Self discipline How to keep your commitments to yourself and others Accountability How to own the outcomes you sell Competitiveness How to embrace competition rather than let it intimidate you Resourcefulness How to blend your imagination experience and knowledge into unique solutions Storytelling How to create deeper relationships by presenting a story in which the client is the hero and you re their guide Diagnosing How to look below the surface to figure out someone else s real challenges and needs Once you learn Iannarino s core strategies picking up the specific tactics for your product and customers will be that much easier Whether you sell to big companies small companies or individual consumers this is the book you ll turn to again and again for proven wisdom strategies and tips that really work [The 25 Sales Habits of Highly Successful Salespeople](#) Stephan Schiffman,2008-05-01 Now you can join the hundreds of thousands of salespeople who have followed Stephen Schiffman s advice and watch your performance soar Schiffman lets you in on the industry s best kept secrets Learn how to convert leads to sales motivate yourself and motivate others give killer presentations and keep your sense of humor This new edition includes New examples using the latest advances in sales presentation technology Up to date cases of these successful habits in action Five bonus habits showing readers how to overcome mistakes set sales timetables and reexamine processes to shore up weaknesses If you re a salesperson looking to succeed this is the book for you **The Best Damn Sales Book Ever** Warren Greshes,2011-01-19 Over the years I have seen them all and Warren Greshes is one of the very best In his wonderful new book Warren distills a lifetime of sales training into sixteen actionable tools which if you use them will guarantee that you too reach your goals Mark Terry President Harman Pro Group A great read Warren says it all in a way that s not only easy to understand but even easier to implement No need to ever read another book on this subject John Gamauf President Consumer Replacement Tire Sales Bridgestone Firestone North American Tire LLC Put this book on your must read list if you want to learn successful strategies for taking your distribution team to the next level Through motivation and education Warren Greshes has

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McCloud,2016-11-23 Are you tired of low sales and small paychecks Do you ever wonder what you are truly capable of Would you like the competitive advantage 3 Books in 1 An unbeatable combination of the best sales techniques thinking big tactics and incredible competitive strategies Whether you want to 1 discover the world s best sales techniques 2 learn how to easily make more money or 3 discover ways to become incredibly successful in life this book will teach you everything you need to know Become a star closer and start making some real money Sales can be fun Instead of selling you ll find ways to connect with your customers on their level and give them what they want Leave outmoded methods behind and learn to tap into your customers deepest desires Grasp the keys to dissolving sales resistance so you can hear that sweet Yes What Will You Discover About Sales How to utilize trends to your advantage How to ask the right questions to get the right results How to utilize social media marketing to increase your sales How to use body language and mirroring to maximize your sales potential How to establish a trusting and lasting relationships with your customers How to market your product for maximum effectiveness How to turn rejection into reward how to develop a sales plan that gets results How to easily close more sales Turn your big dreams into reality Discover the incredibly powerful magic of thinking big Included is step by step guidance on how to turn your big idea into something that exists in the real world Stop aiming for average goals start thinking of big things that will really make a BIG difference in your life The ability to think big is a common trait of many of the greatest people who have ever lived and it has been proven over the centuries to have incredible results What Will You Learn About Thinking Big The magic that happens when you Think Big How to gain the confidence you need to realize your big idea Powerful ways for training your mind for automatic success How to work smarter stay motivated and transform every obstacle in your path How to develop a powerful work ethic based upon world class good habits How to create your own 30 day strategy action plan Inspiring true life stories How to get others to help you accomplish your big goals Powerful morning rituals for starting the day off right Give yourself the competitive advantage Remove negative influences and replace them with positive alternatives Equip yourself to stride into each challenge with confidence and the ability to compete at your highest level What Will You Discover About Competitive Strategies How to be calm and relaxed in key situations How to use the excitement of competition to help you perform better Powerful mental strategies to keep your head in the game The proper way to use goal setting How to model the tactics of the experts The key strategies all winners have in common How to

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Table of Contents Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success

1. Understanding the eBook Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - The Rise of Digital Reading Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Advantages of eBooks Over Traditional Books
2. Identifying Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - User-Friendly Interface
4. Exploring eBook Recommendations from Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Personalized Recommendations
 - Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success User Reviews and Ratings
 - Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success and Bestseller Lists

5. Accessing Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success Free and Paid eBooks
 - Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success Public Domain eBooks
 - Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success eBook Subscription Services
 - Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success Budget-Friendly Options
6. Navigating Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success eBook Formats
 - ePub, PDF, MOBI, and More
 - Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success Compatibility with Devices
 - Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Highlighting and Note-Taking Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Interactive Elements Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
8. Staying Engaged with Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
9. Balancing eBooks and Physical Books Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Setting Reading Goals Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Fact-Checking eBook Content of Hooked On Hopium Overcome The Biggest Obstacle To Your Sales Success
 - Distinguishing Credible Sources

13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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