

The Sales Messenger

10 Lessons for Sales Success in Your Business
and Personal Life
(Newly Revised)

Mary Anne (Wihbey) Davis

Tremendous Leadership

ISBN: 978-1-94903-303-8

Pub Date: 9/01/2018

Ship Date: 9/05/2018

\$14.95

Quantity Breaks

1-49 = 35%

50-99 = 40%

100-250 = 45%

251-499 = 50%

500-999 = 60%

1,000+ = 65%

Paperback

176 Pages

Carton Qty: 68

Business & Sales & Leadership

5.5 in | 8.5 in

Author

Mary Anne Davis is the President and Founder of Peak Performance Solutions. She is an internationally recognized sales and management consultant and trainer, and has helped an international Blue Chip list of clients achieve bottom-line results with her dynamic leadership and expertise.

Summary

Selling is the art of convincing people to your way of thinking, and it is not just isolated to products or services. It is also related to ideas. As master communicator Bryan Dodge once said, "For those of you who have children, if you ain't selling them, someone else is."

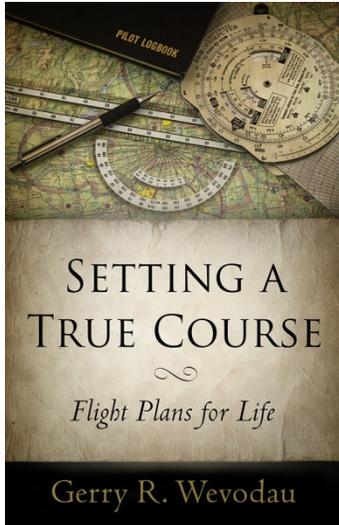
The Sales Messenger is especially beneficial to sales professionals, but it is also a practical, informative book that can benefit anyone—because everybody is selling something in one form or another. Whether you are trying to sell a product or service for your company, or even if you are just "selling" your husband or wife on the idea or concept of relocating to a new state, at some point and time you are selling.

You might also be selling yourself in a job interview, selling your children on the concept of doing the right thing, or as a campaign manager you might be helping to sell a political candidate. This book will help you gain the basic knowledge and improve the skills necessary to become more effective at selling any idea, product, or service. The Sales Messenger is a back-to-the-basics guide with engaging chapters containing helpful assignments that reinforce its critical concepts.

The Sales Messenger

Key Selling points

- Teaches how to effectively Engage Clients
- Make your time more Productive
- How to find Sales Leads
- Capture your prospects' interest, and get them thinking
- Building Relationships with your Clients and Team
- Perfect for your organization's club or BOM
- Increase Self Confidence in yourself and your current products or services
- 10 sessions to take you to new heights of personal and professional Success
- Communicate effectively, with purpose.
- Keeping your prospects' best interests at heart.
- New Sales language skills, tips, and communication styles.
- Dial in your Productivity so you can finally Grow your business
- How to tell the difference between Productivity and wasted time



Setting A True Course

Flight Plans for Life

Gerry R. Wevodau

Tremendous Leadership

ISBN: 978-1-94903-302-1

Pub Date: 9/01/2018

Ship Date: 9/05/2018

\$14.95

Quantity Breaks

1-49= 35%

50-99 = 40%

100-250= 45%

251-499= 50%

500-999= 60%

1,000+ = 65%

Paperback

104 Pages

Carton Qty: 120

Self-Growth, Motivation,

Personal Development

5.5 in | 8.5 in

Author

Gerry Wevodau has been in the insurance business since 1989 helping businesses with employee benefits, life insurance protection, long term care and safe money savings plans. His passions include flying his airplane, riding his Harley Davidson motorcycle and collecting Morgan silver dollars. He is involved in church duties that include, being a Sunday School teacher, The Gideons International, and doing local mission projects. His agency has also spearheaded an opiate awareness campaign through Tyler's Light, and with funds raised has impacted over 10,000 students in Central, Pennsylvania. He plans on being involved in his industry for at least 50 years before he decides to retire; being an insurance professional is really a lifelong career.

Summary

Insurance professional, aviation enthusiast, business owner, and family man, Gerry Wevodau has framed his thirty years of adult learning into ten flight plans for life. He reminds us of the motivation of mentors, the power of perseverance, and that success isn't measured in terms of your level of income, but in terms of your level of service to others.

When you're teachable and available, life becomes one big sky full of God-given assignments of opportunities and joy. Reading his insights will bless you and help you in *Setting a True Course* for your own flight plans for life.

Read all about how this aviation enthusiast and insurance professional weaves the analogy of having flight plans for life. We can set the course, but when you go "wheels up," there's a tremendous amount of experiences that can happen in the wild, blue yonder.

Gerry teaches that the definition of a good landing is one you walk away from. A really good landing is one where they let you use the plane again. And when you're in "the soup," you've got to get above or below the clouds if you want to land on terra firma. His life experiences reflect these words and his humble attitude toward life.

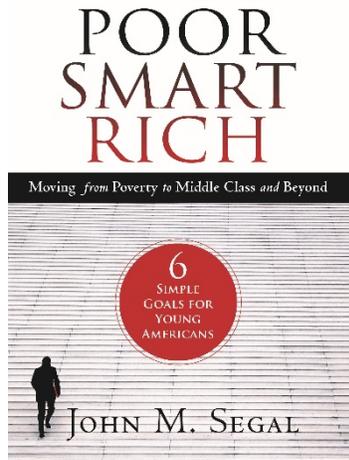
Read *Setting a True Course* and learn how you can rise above the clouds in every flight plan for life!

Setting a True Course

Key Selling points

- Teaches you how to be Engaged in life
- Motivates you to dust yourself off, and to Keep Going
- Take what you Do Not have, and turn it in to what you Do have
- Every bad choice offers a seed of redemption, and how Growth stems from those seeds
- The benefits of Accepting and Responding in a Positive way to your assignments
- Openness to learning *and* unlearning can shape your Success
- Knowing your limitations can Help you weather life's storms

"Having spent a lifetime examining attitudes himself... few people are more qualified to advise youth that the path to opportunity still exists."
 Don Libby, former White House aide, author, and founder of the National Fatherhood Initiative



Poor Smart Rich

Moving from Poverty to Middle Class and Beyond
 6 Simple Goals for Young Americans

John M. Segal

Tremendous Leadership

ISBN: 978-1-936354-58-0

Pub Date: 2018

Ship Date: Now

\$16.99

Quantity Breaks

1-49= 35%

50-99 = 40%

100-250= 45%

251-499= 50%

500-999= 60%

1,000+ = 65%

Paperback

183 Pages

Carton Qty: 56

Financial Freedom,

Entrepreneurship

6 in | 9 in

Author

John M. Segal graduated from Indiana University with a Bachelor's degree in Business Administration and a Juris Doctorate in Law. He served on active duty in the United States Army. In addition to a professional career as owner of a leading international manufacturing and service business, Segal was a board member and chairman of the National Fatherhood Initiative (NFI) for 18 years. As a member of Young Presidents Organization, he developed and taught classes on how to write personal life goals. John currently teaches classes on law and business to joint graduate degree (Law-MBA) students at Indiana University.

Summary

Do You Want To Be POOR All Of Your Life?

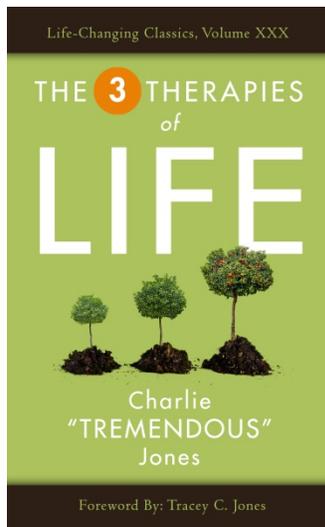
If you feel like you've lost the economic race before you've even started, John Segal has some good news for you. You *can* avoid poverty. You *can* succeed financially, professionally, personally, and spiritually.

Whether you're just starting out or you've been struggling on your own for a few years, this author, teacher and entrepreneur will lead you down the road from **Poor** to **Smart** to **Rich!**

Poor Smart Rich

Key Selling points

- Teaches you how you can Find Success and Get the things you Want in life
- People who Succeed in life do things in a special order
- What you Learn Increases your value
- The Foundation of Success is attitude
- Taking responsibility Gives You control
- Small habits equal Big results
- Salary vs Abundance and Making a living vs Making a fortune
- How to set Life Goals *and* Achieve them



The 3 Therapies of Life

Life-changing Classics, Volume XXX

Charlie "Tremendous" Jones

Tremendous Leadership

ISBN: 978-1-949033-00-7

Pub Date: 2018

Ship Date: Now

\$2.00

Quantity Breaks

51-100 = \$1.90

101-250 = \$1.75

251-500 = \$1.50

501+ = \$1.25

Paperback

60 Pages

Carton Qty: 380

Therapy, Healing, Life Lessons

4 in | 6.5 in

Author

Charlie "Tremendous" Jones (1927-2008) gained widespread recognition as the beloved businessman, author, motivational speaker and book evangelist who proclaimed: "You are the same today you'll be five years from now except for two things; the people you meet and the books you read."

Before becoming a successful author and speaker, Charlie Jones made his mark in the insurance industry by helping his organization to reach over \$100 million in force at 37 years of age. He is also the author of the two-million-copy bestselling book, *Life is Tremendous* and his lifelong passion entailed exciting people to read, think, and share.

Summary

In *The Three Therapies of Life*, renowned speaker and bestselling author Charlie "Tremendous" Jones shares a wealth of knowledge from his decades of experience in business and life.

Whether you are a professional speaker desiring to improve your craft or simply someone seeking to enhance your chances for success in life, this book contains a treasure-trove of life lessons that will help you to communicate more effectively, laugh better, work better, and turn failures into stepping stones for success.

In addition to sharing his three therapies of life— people, music, and work—Mr. Tremendous also reveals valuable insights about his hallmark secrets related to laughter and books.

The 3 Therapies of Life



Key Selling points

- Enhance your chances for Success
- Learn to Communicate Effectively
- Turn failures into Stepping Stones
- Learn to Think
- How to become a Catalyst and Activate
- Find Healing through three main therapies
- Learn to Laugh