



Your First Year in Sales, 2nd Edition: Making the Transition from Total Novice to Successful Professional

Tim Connor

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Real Solutions and Advice from the Sales Trenches

Why did you choose sales as a career? In a word, *money!* Your new profession has the potential to be both financially rewarding and personally satisfying. But let's face it: Your first year in sales will likely be your most challenging. So, is it possible to enjoy your new career and be a successful salesperson *from day one?* The answer is yes.

In this revised and updated edition of *Your First Year in Sales*, professional speaker and sales veteran Tim Connor offers simple, proven strategies to overcome those first-year obstacles and position yourself for lifelong success. You'll find savvy, step-by-step techniques for learning how *your* skills and talents—your motivation, strengths, willingness to sacrifice, and expectations—can put you on the fast track to being a sales leader.

Be your best from your first sales call by knowing how to:

- Adopt an attitude for sales success and present yourself as wise beyond your years.
- Achieve financial results—immediately.
- Use new technology and social networking to your best possible advantage. NEW!
- Set—and reach—important career goals.
- Overcome adversity, especially during tight economic times. NEW!
- Create and maintain professional sales relationships.
- Obtain an early balance between your life and your career.
- And so much more!

With quizzes, strategies, and resources, and more, this informative, inspirational, and motivational book is your personal mentor, guiding you toward a rewarding sales career.

“Tim Connor is a master salesman—no one is more qualified to share wisdom on selling.”
—Charlie “Tremendous” Jones, full-time speaker, trainer, and bestselling author

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Christopher Jorge:

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