



11 Secrets of Time Management for Salespeople, 11th Anniversary Edition: Gain the Competitive Edge and Make Every Second Count

Dave Kahle

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Today's typical salesperson is overwhelmed, with too much to do and not enough time to do it. Salespeople need help, and Dave Kahle provides it.

Dave Kahle contends that smart time management is not about cramming more activity into each hour, but is instead about achieving greater results in that hour. The content has been honed in hundreds of seminars and refined by the feedback and experiences of thousands of salespeople.

The first edition of this book was translated into seven languages and made available in twenty countries. Since then, the problem for salespeople has become even more acute, with smart phones and tablets creating a culture of instant communication.

11 Secrets of Time Management for Salespeople provides powerful, practical insights and ideas that really work, including hundreds of specific, practical, and effective time-management tips from dozens of salespeople who are on the front lines every day.



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