

## You Dont Have to Be a Shark: Creating Your Own Success

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## Reviews

It in a single of the best ebook. I am quite late in start reading this one, but better then never. I am delighted to inform you that here is the greatest ebook i have got read through inside my very own daily life and may be he best book for at any time. *(Eunice Schulist)* 

## YOU DONT HAVE TO BE A SHARK: CREATING YOUR OWN SUCCESS



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Macmillan Audio. No binding. Condition: New. Many people assume that effective sales ability demands a unique personality and an aggressive attitude. Its not true, and Robert Herjavec is proof. Known as the Nice Shark on the ABCs Emmy Award-winning hit show SHARK TANK, Robert Herjavec is loved by viewers, who respond to his affable nature. He has developed an honest and genuine approach to life and selling that has set him apart from his cut-throat colleagues, and rewarded him with a degree of wealth measured in hundreds of millions of dollars. In You Dont Have to Be a Shark, Robert transcends pure sales technique and teaches non-business people what they need to know in order to sell themselves successfully. We are each our own greatest asset, and in order to achieve our goals, we need to be able to communicate with others, position ourselves and even look the part. Roberts philosophy is simple: Great salespeople are made, not born, and no one achieves success in life without knowing how to sell. Entertaining, enlightening and effective, You Dont Have to Be a Shark will reveal the secrets of one of North Americas most successful businessmen, who also happens to be one of todays most prominent TV personalities, delivered in a friendly, down-to-earth manner, and filled with anecdotes and observations to support its hard-nosed advice. This item ships from multiple locations. Your book may arrive from Roseburg,OR, La Vergne,TN. Audio CD.

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