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### **Read Me First! - Intel**

If You're Not First, You're Last por Grant Cardone, 9780470624357, disponible en Book Depository con envío gratis.

Shows that knowing the principles of selling is a prerequisite for success of any kind, and explains how to put those principles to use. This title includes tools and techniques for mastering persuasion and closing the sale.

During economic contractions, it becomes much more difficult to sell your products, maintain your customer base, and gain market share. Mistakes become more costly, and failure becomes a real possibility for all those who are not able to make the transition. But imagine being able to sell your products when others cannot, being able to take market share from both your competitors, and knowing the precise formulas that would allow you to expand your sales while others make excuses. If You're Not First, You're Last is about how to sell your products and services—despite the economy—and provides the reader with ways to capitalize regardless of their product, service, or idea. Grant shares his proven strategies that will allow you to not just continue to sell, but create new products, increase margins, gain market share and much more. Key concepts in If You're Not First, You're Last include: Converting the Unsold to Sold The Power Schedule to Maximize Sales Your Freedom Financial Plan The Unreasonable Selling Attitude

From the millionaire entrepreneur and New York Times bestselling author of The 10X Rule comes a bold and contrarian wake-up call for anyone truly ready for success. One of the 7 best motivational books of 2016, according to Inc. Magazine. Before Grant Cardone built five successful companies (and counting), became a multimillionaire, and wrote bestselling books... he was broke, jobless, and drug-addicted. Grant had grown up with big dreams, but friends and family told him to be more reasonable and less demanding. If he played by the rules, they said, he could enjoy everyone else's version of middle class success. But when he tried it their way, he hit rock bottom. Then he tried the opposite approach. He said NO to the haters and naysayers and said YES to his burning, outrageous, animal obsession. He reclaimed his obsession with wanting to be a business rock star, a super salesman, a huge philanthropist. He wanted to live in a mansion and even own an airplane. Obsession made all of his wildest dreams come true. And it can help you achieve massive success too. As Grant says, we're in the middle of an epidemic of average. The conventional wisdom is to seek balance and take it easy. But that has really just given us an excuse to be unexceptional. If you want real success, you have to know how to harness your obsession to rocket to the top. This book will give you the inspiration and tools to break out of your cocoon of mediocrity and achieve your craziest dreams. Grant will teach you how to: - Set crazy goals--and reach them, every single day. - Feed the beast: when you value money and spend it on the right things, you get more of it. - Shut down the doubters--and use your haters as fuel. Whether you're a sales person, small business owner, or 9-to-5 working stiff, your path to happiness runs through your obsessions. It's a simple choice: be obsessed or be average.

Achieve "Massive Action" results and accomplish your business dreams! While most people operate with only three degrees of action—no action, retreat, or normal action—if you're after big goals, you don't want to settle for the ordinary. To reach the next level, you must understand the coveted 4th degree of action. This 4th degree, also known as the 10 X Rule, is that level of action that guarantees companies and individuals realize their goals and dreams. The 10 X Rule unveils the principle of "Massive Action," allowing you to blast through business clichés and risk-aversion while taking concrete steps to reach your dreams. It also demonstrates why people get stuck in the first three actions and how to move into making the 10X Rule a discipline. Find out exactly where to start, what to do, and how to follow up each action you take with more action to achieve Massive Action results. Learn the "Estimation of Effort" calculation to ensure you exceed your targets Make the Fourth Degree a way of life and defy mediocrity Discover the time management myth Get the exact reasons why people fail and others succeed Know the exact formula to solve problems Extreme success is by definition outside the realm of normal action. Instead of behaving like everybody else and settling for average results, take Massive Action with The 10 X Rule, remove luck and chance from your business equation, and lock in massive success.

I want to help you reach millionaire status, even get rich, if you believe that you deserve to be the person in the room that writes the check for a million dollars, ten million or even 100 million—let's roll.

The Closer's Survival Guide is perfect for sales people, negotiators, deal makers and mediators but also critically important for dreamers, investors, inventors, buyers, brokers, entrepreneurs, bankers, CEO's, politicians and anyone who wants to close others on the way they think and get what they want

in life. Show me any highly successful person, and I will show you someone who has big dreams and who knows how to close! The end game is the close.

During economic contractions, it becomes much more difficult to sell your products, maintain your customer base, and gain market share. Mistakes become more costly, and failure becomes a real possibility for all those who are not able to make the transition. But imagine being able to sell your products when others cannot, being able to take market share from both your competitors, and knowing the precise formulas that would allow you to expand your sales while others make excuses. *If You're Not First, You're Last* is about how to sell your products and services—despite the economy—and provides the reader with ways to capitalize regardless of their product, service, or idea. Grant shares his proven strategies that will allow you to not just continue to sell, but create new products, increase margins, gain market share and much more. Key concepts in *If You're Not First, You're Last* include: Converting the Unsold to Sold The Power Schedule to Maximize Sales Your Freedom Financial Plan The Unreasonable Selling Attitude

In this #1 New York Times bestseller, Detective Harry Bosch joins LA's elite Open/Unsolved Unit to help piece together the mysterious death of a teenage girl. He walked away from the job three years ago. But Harry Bosch cannot resist the call to join the elite Open/Unsolved Unit. His mission: solve murders whose investigations were flawed, stalled, or abandoned to L.A.'s tides of crime. With some people openly rooting for his failure, Harry catches the case of a teenager dragged off to her death on Oat Mountain, and traces the DNA on the murder weapon to a small-time criminal. But something bigger and darker beckons, and Harry must battle to fit all the pieces together. Shaking cages and rattling ghosts, he will push the rules to the limit -- and expose the kind of truth that shatters lives, ends careers, and keeps the dead whispering in the night . . .

Do you want more free book summaries like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries. Learn the differences between success and failure in this easy-to-follow guide laid out by top business guru, Grant Cardone. When it comes to success, people often believe that success just isn't for them. They read the inspiring quotes, the cute mottos, they even know what they have to do, but it never seems to work out. Luckily, Grant Cardone has spent decades creating a formula for success that works. With experience as a top sales trainer and business owner, Cardone lays out his exact tips for achieving even the craziest dreams. With the 10X Rule, you'll learn what it takes to find success and how one simple rule can help you achieve goals that once seemed impossible. The 10X rule can be applied to any area of life, and as you read you'll learn key information, including how settling for an average life is dangerous, how becoming obsessed is a good thing, and why success requires a childlike mindset.

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