

Notes from the Author

When an individual does karmas (deeds) for the benefit of others, the intrinsic rewards are greater than when you do them for yourself. My mission in writing Touchdown is to share my knowledge, skills, and experience with my fellow salespersons and anyone who wants to be the number one salesperson in his or her organization. I will navigate the readers through all the important phases of selling and help them to become professional salespersons. Hence, you will achieve your sales goals by executing eight key factors to score touchdowns in selling. This book will guide you in your quest to improve revenues, increase profits, and create wealth both for yourself and for your company,

I sincerely want to share my success in selling with millions of my readers in the USA and around the world. I hope that Touchdown will help you to achieve a significant success in your sales career.

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