

Inc. The Business Book Bestseller List

Accelerate the Sale

Open the throttle on your sales potential – and leave your competitors in the dust!

With today's lightning-fast delivery of information, your customers are smarter, price competition is tougher, and buyers are changing their minds quicker than ever. Selling today can be brutal.

You need to rev it up if you want to close more deals—and *Accelerate the Sale* shows you how. Sales guru Mark Rodgers has helped thousands of sales professionals achieve astonishing results with the methods he outlines in this book. And now you can use them to drive your own sales success. You'll learn how to:

- Qualify Buyers with Just Two Well-Selected Words
- Develop Your Marketplace Superiority
- Acquire Unparalleled Persuasive Language Expertise
- Race Past the Four Most Common Barriers to Referral Business
- Leverage 11 Different Techniques to Retain Control of Your Buyer
- Be Assertive—but Never Aggressive

Whether you sell B2B or B2C, use *Accelerate the Sale* to power your sales success from 0 to 60 in no time flat—and outpace your competition in today's high-velocity marketplace.

"This powerful, practical book, based on proven, real-life experience, shows you how to make the sale, faster and easier than ever before!"

Brian Tracy

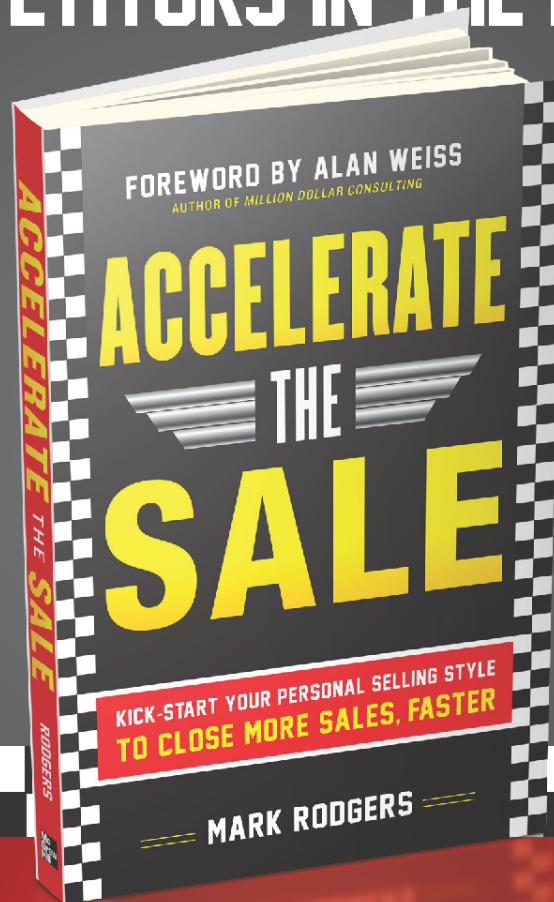
Author *the Psychology of Selling*



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—BRIAN TRACY AUTHOR OF *THE PSYCHOLOGY OF SELLING*

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- DEVELOP YOUR MARKETPLACE SUPERIORITY
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