



Sell Like a Pro

By Dale Carnegie Training

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Dale Carnegie Training's legendary approach to sales and selling is now a full-length Nightingale-Conant original audio from S&S Audio!

Dale Carnegie, legendary author of *How to Win Friends and Influence People*, is perhaps the most well known personal development author of all time, and he continues to influence generations of people through his organization, Dale Carnegie Training. Among Carnegie Training's most popular and enduring courses are its seminars on sales and selling. Now Carnegie's classic sales training course—normally costing thousands of dollars and delivered over several days or weeks—is available in this new audio program for a fraction of the price!

Sell Like a Pro will introduce listeners to a sales process that is second to none. But if that's all it did, like most sales training programs it would only take listeners halfway to the sale—because how listeners talk to their prospects, how they present themselves, and how they relate to their customers are as important as the facts about their products or services. *Sell Like a Pro* is the only sales program that gives listeners these critical ingredients for making the sale, because it is the only one that interweaves Dale Carnegie Training's proven principles of success into every session.

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Editorial Review

About the Author

Dale Carnegie was born in 1888 in Missouri. He wrote his now-renowned book *How to Win Friends and Influence People* in 1936. This milestone cemented the rapid spread of his core values across the United States. During the 1950s, the foundations of Dale Carnegie Training® as it exists today began to take form. Dale Carnegie himself passed away soon after in 1955, leaving his legacy and set of core principles to be disseminated for decades to come. Today, the Dale Carnegie Training programs are available in more than 30 languages throughout the entire United States and in more than 85 countries. Dale Carnegie includes as its clients 400 of the Fortune 500 companies. Approximately 7 million people have experienced Dale Carnegie Training.

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Shirley Raine:

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