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The Car Salesman's Bible: How to truly make six figures selling cars

Ron Vest

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One of the greatest compliments I have ever received came very unexpectedly. I had been in the car business for about 20 years and had personally trained over 300 salespeople. The same training you are about to receive. I was just hired as the general manager of a dealership and was holding my first meeting with the salespeople. I was making the point that following a process is extremely important and I listed the steps in the sales training that are in this book. One of the salespeople raised their hand, took out a folded up piece of paper, and read the steps of the sales process I had just listed. I asked him where he got that from and he said that salespeople had been passing it around for years because they never received better training from their employers. That is the reason for this book. To give the person who wants to be a professional car salesperson a map on how to achieve success. This book is very extensive and was written for the new hire as well as the seasoned pro. I truly hope this becomes a tool that you use often and you have the discipline to follow the process. In other words, I hope this becomes The Car Salesman’s Bible. Best regards, Ron

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Adelina Foreman:

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