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The Inner Game of Selling. Tracy pointed out that “Without sales, the biggest and most sophisticated companies shut down.” And there is nothing in it to disagree. Tracy says that 80/20 rule cleared a lot of doubts for him, initially in his career. The Psychology of Selling: The “80/20 Rule”

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You can also request to speak directly with Jeffrey Lipsius, co-developer and co-facilitator of The Inner Game of Selling™. Contact. Keynote Presentation (60 min.): Invite Jeff and/or Tim to speak about The Inner Game of Sales Leadership™ at your company's next sales leaders meeting. This inspiring one-hour presentation introduces a ...

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The Inner Game of Selling by Ron Willingham is a book that takes the idea of selling and looks at it from an entirely different perspective that what most people are used to. In fact the author expresses the idea that most of what is taught in college about how to sell is wrong. Ron alludes to the

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Chapter 1: The Inner Game of Selling. Tracy begins his book by explaining why salespeople are important and how they can break into the top 20% of reps in any business. He explains, "The only real creators of wealth in our society are businesses," and "Salespeople are the most vital people in any business."

[A 10-Minute Summary of "The Psychology of](#)

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