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21 Secrets of Million-Dollar Sellers: America's Top Earners Reveal the Keys to Sales Success

By: Stephen J. Harvill

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Fortune 50 consultant Stephen Harvill reveals the secrets of the worlds best salespeople who earn at least one million dollars a year inthe only sales book most superstar hopefuls will need (Publishers Weekly). In this sharp, invigorating read, Fortune 50 consultant Stephen Harvill discovers twenty-one common behaviors of top earners across seven major industries. These are the secrets of the worlds best salespeople who rake in at least one million dollars a yearand the strategies that set them apart from the rest. For over thirty years, Steve Harvill has helped successful sales teams do what they do better, smarter, more elegantly, and with more imagination. As a consultant for some of the top companies in the world, including Apple, Pepsi, Samsung, and Wells Fargo, he aids in simplifying unwieldy processes and making teams more effective. His work inspired him to ask the question what exactly sets the top producers apart from their peers? After spending a year interviewing 175 sales superstars from seven different industries, he found twenty-one distinct behaviors of successful salespeople. Organized by these best practices and filled with hundreds more tips, stories, and takeaways, 21 Secrets of Million-Dollar Sellers reveals how you can improve in every aspect of your job and rise to become one of the best.

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