



Accidental Salesperson: How to Take Control of Your Sales Career and Earn the Respect and Income You Deserve

Chris Lytle

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"Author Chris Lytle had modest career aspirations. He merely wanted to be the next Walter Cronkite. But instead of being offered a job in the newsroom, he was offered a job in the sales department. He took the sales job and became an "accidental salesperson."

Most people don't choose sales as a career. Sales chooses them--and they end up wondering how to make the most of a profession they were never prepared for.

They don't have to wonder anymore. In *The Accidental Salesperson*, Lytle gives readers a road map that anyone can use to excel in sales. Lively and entertaining, this somewhat unorthodox guide is packed with thought-provoking axioms, humorous and instructive anecdotes, specific strategies, and powerful tools--everything readers need to master essential lessons in sales and professionalism.

Readers will find there are some things *The Accidental Salesperson* lacks--dull theories, manipulative methods, and high-pressure tactics. But with the wealth of money-generating, career-building techniques it does provide, we don't think those items will be missed."

Accidental Salesperson: How to Take Control of Your Sales Career and Earn the Respect and Income You Deserve Details

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From Reader Review Accidental Salesperson: How to Take Control of Your Sales Career and Earn the Respect and Income You Deserve for online ebook

Kevin Acton says

It is dated because it was written in the 90's so some of the technology stuff is old, but I really like his thoughts on setting up an industry table for your sales process.

Scott Stevens says

This is hands down one of my favorite "sales" books I've ever read. It's a very easy read, touches on all the topics you tend to "wonder" about as a sales professional, and absolutely delivers.

I could go on and on about this book, and should, but I don't want to give away anything in the book.

Do yourself a favor and pick this book up, start reading it ASAP, and finish it a more well rounded professional than you were before you started.

Karen Carnes Martin says

This book did not work great on the Kindle, it has charts and graphs that are impossible to read on the Kindle screen. I downloaded the kindle reader for mac and managed but it was a pain. Made me more cautious about future Kindle purchases. Novels may work great but other genres maybe not so much.

Sandra says

This could be titled: "How to sell _____" because it fits any type of door-to-door appointment needed sales career. I love the chapter about what to do once you accidentally get an appointment.

We've all been there, but the survival, overcoming the fear, and finding success is what we all desire to accomplish. This is the treasure map that could help address those needs.

LOVED IT!

Steve Johnson says

Great read and info

Bill says

I'm only halfway through, but I'm super impressed by this book. I'm not in sales, but the material reinforces and complements what I've learned from other trusted sources. Lots of commonsense, actionable advice. It's not devoid of the occasional corny attempt at humor, but the author is charming and obviously knows his stuff.

Kari Metzger says

Fabulous book that I have all new employees read. Excellent groundwork around working potential customers through the process and organizing your time. Really helps you figure out how to manage your workload so you are constantly nudging clients forward instead of calling them once and then bailing.

Recommended read for all sales people, and yes, I'm one who will buy a copy for each employee!

Andy Anderson says

anyone who really wants to succeed in selling

Burney Choo says

Whenever I read a business book, my focus is action. What action can I take? What can I change to be even more effective?

This book gives me absolute clarity as to what action steps I need to take to succeed in sales.

I absolutely love the concept he shared in "The Chart" on 4 Levels of Salesperson.

This concept is not just applicable to sales. It gives me the idea to apply the 4 levels to almost any other skills I care to master: Public Speaking, Guitar, and being an effective boyfriend.

Borrowed this book from a library. Getting my own copy soon. It is definitely a keeper.

Rafael Wong says

Fabulous book that I have all new employees read. Excellent groundwork around working potential customers through the process and organizing your time. Really helps you figure out how to manage your workload so you are constantly nudging clients forward instead of calling them once and then bailing.

Recommended read for all sales people

- know the service

-

- be known for knowing the service

Phil says

I read the original version of this book early in my media sales career, and learned an enormous amount. When the new edition came out, I took it out of the library -- being a cheapskate, I didn't feel like paying for it a second time.

Two chapters in, I returned the library copy and bought my own. I wanted to read it and highlight the hell out of it. For example, this:

"If you work on straight commission, you prospect for free. You do a customer needs analysis for free. You do the research for free. Then you write the proposal for free... At least you don't have to pay to make your presentation to the prospect.

What if you did have to pay to make your presentation? You obviously would put more time and thought into it. You probably would even rehearse it a few times..."

I've gone from being a salesperson to a combination salesperson/sales trainer role, and I have read that passage repeatedly to groups of sellers. It gets through.

If you're a salesperson, or a sales manager, or a sales trainer, read this book.
