



## Accelerate the Sale: Kick-Start Your Personal Selling Style to Close More Sales, Faster

*Mark Rodgers*

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**Open the throttle on your sales potential—and leave your competitors in the dust!**

Selling today can be brutal. You need to rev it up if you want to close more deals. *Accelerate the Sale* shows how to:

- Qualify Buyers Using Just Two Well-Selected Words
- Develop Your Marketplace Superiority
- Acquire unparalleled persuasive language techniques

Whether you sell B2B or B2C, use *Accelerate the Sale* to power your sales success from 0 to 60 in no time flat.

**Praise for *Accelerate the Sale*:**

“I drive exotic cars, and it’s an interesting coincidence that Mark talks about speed, acceleration, and roaring to the finish line. This book is not a theoretical guide but rather a practical companion. It’s a high-performance learning vehicle.”

—Alan Weiss, author of *Million Dollar Consulting*

“Great book! It’s loaded with ‘golden nuggets’ throughout each chapter. Add the ‘Street Smarts’ and ‘Accselerators’ sections and you have the new A-to-Z quick reference for sales success!”

—Greg Heichelbech, CEO, Triumph North America

“Any serious student of sales and sales leadership would do well to reflect on the wisdom Mark Rodgers has packed into this book!”

—Bob Althoff, President of the world’s oldest Harley-Davidson dealership, A.D. Farrow Harley-Davidson

“This powerful, practical book, based on proven, real-life experience, shows you how to make the sale, faster and easier than ever before!”

—Brian Tracy, author of *The Psychology of Selling*



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