



# How to Master the Art of Selling

*By Tom Hopkins*

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## How to Master the Art of Selling By Tom Hopkins

The book that launched over 3,000,000 careers worldwide! No longer a well-kept secret, Tom's mega-hit book is placed within arm's reach on every top producer's desk. It's considered the world's best reference guide and has been used for more than 17 years in every sales profession. Even if you've been selling for years, you'll find page after page of valuable information guaranteed to help you serve more clients while boosting your bank account.

Millions agree, this is the guide to base your career on! It's hard-hitting, down-to-earth and entertaining....you'll read it again and again as you map out your own road to success.

Tips and techniques show you how easy it is to:

Earn a six figure income

Create a sales climate where nearly everyone will say YES!

Dazzle your prospects from the first handshake

Change negatives into positives

Sink your teeth into success

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## **How to Master the Art of Selling By Tom Hopkins Bibliography**

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### **Editorial Review**

About the Author  
TOM HOPKINS

The Builder of Sales Champions

And Master in the Art of Professional Selling

Tom Hopkins carries the standard as a master sales trainer and is recognized as the world's leading authority on selling techniques and salesmanship.

Over 3,000,000 people on five continents have attended Tom's high-energy live seminars. Tom personally conducts 75 seminars each year traveling throughout the United States, Canada, Australia, New Zealand, Singapore, Malaysia, Taiwan and the Philippines.

Tom Hopkins is a distinguished charter member of the National Speakers Association and was among the first to receive its prestigious Council of Peers Award for Excellence. Tom's talent of teaching in a creative and entertaining style has brought him a tremendous following, as well as constant demand for appearances at regional and national conventions each year.

Tom Hopkins has been the subject of countless articles in publications such as U.S. News and World Report, The New York Times, The Los Angeles Times, Personal Selling Power, People magazine, Selling magazine, Entrepreneur magazine, and The Washington Post.

One of America's most successful and dynamic businessmen, Tom Hopkins did not find success easily. Born in Burbank, California, Tom quit college after only three months. At 19 years of age, married and with a baby on the way, he took a job in construction. It wasn't too long before Tom decided that this was not the way he wanted to spend the rest of his life, so he quit the construction job and took a job he thought would be easier – selling real estate.

Six months into his real estate career, Tom's income was just \$42 a month. Tom realized at this point that he wasn't making money in sales because he didn't know how to sell. After discovering that all the top producers in sales had extensive sales training, Tom set out to learn everything he could about professional selling methods.

Armed with drive, determination and knowledge, Tom Hopkins built his sales volume to over \$14,000,000 within five years.

In 1976, Tom founded Tom Hopkins International, Inc., and dedicated his life and his company to teaching and inspiring others through his seminars, books, audio and video training programs. Today, over 35,000 corporations and millions of professional salespeople through the world utilize his professional sales training materials.

### **Users Review**

**From reader reviews:**

**Arthur Seaton:**

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**Kevin Williams:**

Here thing why that How to Master the Art of Selling are different and trustworthy to be yours. First of all reading through a book is good nonetheless it depends in the content of it which is the content is as delightful as food or not. How to Master the Art of Selling giving you information deeper as different ways, you can find any reserve out there but there is no book that similar with How to Master the Art of Selling. It gives you thrill reading through journey, its open up your personal eyes about the thing this happened in the world which is perhaps can be happened around you. It is possible to bring everywhere like in area, café, or even in your technique home by train. For anyone who is having difficulties in bringing the published book maybe the form of How to Master the Art of Selling in e-book can be your alternative.

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**Roman Morris:**

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