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Rapid Sales Mind Rewiring Rohitt Verma,2024-07-19
This book is a comprehensive guide to achieving success in the sales and business world by focusing on mindset development and mental state management. It chronicles the author's personal journey starting from the aspiration to become wealthy without a clear path and meandering through various career endeavors such as call centers, insurance sales, and app development before finding a fit in sales. The core message of the book revolves around the importance of cultivating a growth mindset. The author emphasizes that one's mindset acts as a lens through which they perceive the world, and that adopting a growth mindset can lead to seeing opportunities where others see obstacles. Throughout the book, the challenges and misconceptions associated with sales and business are explored, providing valuable insights for readers. Chapters delve into understanding the role of mindset in achieving success, common misconceptions about selling, handling rejection with resilience, and managing one's mental state for peak performance. Practical strategies are presented, such as mindfulness, meditation, goal setting, stress management, and seeking support, to help readers overcome challenges and maintain a positive mental state. The book underscores that rejection is a natural part of the sales process and offers guidance on how to transform rejection

into a stepping stone for success It advocates for self awareness and emotional intelligence emphasizing that a positive and resilient mindset can significantly impact one s performance decision making and relationships In essence this book is a roadmap for individuals in sales and business looking to unlock their full potential By developing a growth mindset managing their mental state and embracing challenges with resilience readers can aspire to achieve success and navigate the intricacies of the sales and business world with confidence and purpose

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