



The Extremely Successful Salesman's Club

Chris Murray

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"The choices you make from this day forward will lead you, step by step, to the future you deserve."

Read it, recommend it to friends - just make sure you keep it hidden from your competition.

In the heart of Victorian London - on a small three legged table, locked away in a circular room deep within the walls of the most elite and important private gentleman's club of them all - sits an ancient manuscript that spells out the secret word of success.

During the summer of 1887, Barnabas Kreuz sends his young nephew an intriguing invitation – to join him in London and become a member of The Extremely Successful Salesman's Club.

There's just one catch; to pass the club's strict induction process he must spend a week learning seven strangely ambiguous rules, which can only be uncovered by following a series of clues etched into the very fabric of the city.

If Simeon can prove that he has understood the deeper meaning behind each rule, he will receive a single letter – and if all seven letters are arranged in a specific order, a word with many meanings will be revealed - the secret word of success.

The Extremely Successful Salesman's Club - Read it, recommend it to friends - just make sure you keep it hidden as far away from your competition as possible.

"The rules of success are told in such a captivating way that I could not put this book down. Those seven rules guide salespeople – novices and veterans – to create a solid sales foundation." - Lee B. Salz - Bestselling Author of Hire Right, Higher Profits

The Extremely Successful Salesman's Club Details

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Author : Chris Murray

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From Reader Review The Extremely Successful Salesman's Club for online ebook

Katrina Knittle says

Goodreads Win! Will read and review once received!

I entered this for a friend but decided to read it before handing it over to her. I am so happy I did. i really enjoyed this book. The cover seems a little plain but it sort of catches my eye everytime I look at it. I thought the seven rules were quite interesting and pretty true. I will gladly recommend this book to others to read. I plan to keep an eye out for more books from this author.

Valerie says

Set in Victorian England, Simeon receives an intriguing offer from his uncle to join the Extremely Successful Salesman's Club, a secret society of wealthy and influential men. The book chronicles the week of induction into the club and the training his uncle Barnabas gives him on the Seven Rules of the group, as the uncle begins to reshape his nephew's mindset on business, sales, and success. The pair tour London in search of clues to a puzzle, and discover hidden knowledge in ancient texts.

The Extremely Successful Salesman's club is a novel with a message. Rarely would I re-read a novel, but I will this one. A pleasant and informative read. If you can't abide the typical fluff novel, you may enjoy this one. It teaches a little something along the way.

Kate says

I won a copy of The Extremely Successful Salesman's Club on Goodreads. I loved this book! Most business books tend to be a little dry, but this book incorporated an innovative method of story telling that aided the reader in understanding sales theory. I think this book would appeal to people who love Spencer Johnson books.(less)

Meryan says

It was informative,instructive and a good read.It involved knowing what the job of a salesman is.Somone showing someone else the secrets on how to be a successful salesman.It's gives you things you can use in your own life.

Breanna Pollard says

*** received the book for free through Goodreads First Reads***

the book is great and I loved the topic!

Jaime says

Lots of great common sense advice couched in a sweet story about a salesman club - you don't have to be a sales person to use & appreciate the smart words housed here.

Omar Halabieh says

The Extremely Successful Salesman's Club retells the story of a young man, Simeon, who's uncle Barnabas Kreuz, sponsors him into an establishment - The Extremely Successful Salesman's Club - that involves him undertaking an apprenticeship program. This program is based on seven core rules, that the book goes on to share with us, that are key to succeed not only in sales, but in life in general.

The first rule: "Adopt the positive...If you wish to adopt the positive you must learn how you truly help people with the things that you sell. Once you are aware of that vital piece of information every demonstration, every presentation, every transaction will be delivered with a light shining from your heart. From your heart will shine a beacon that tell« all prospects you can truly help and that that is your sole purpose for being there."

The second rule: "Embrace the fundamentals...customers do not want a lecture from you and they certainly don't want some juvenile in a bad suit forcing his wares upon them, while being told it's for their own good. No, they want their problem solved with as little expense, as quickly and painlessly as possible, by someone who knows what they're doing."

The third rule: "Plot your course: day-to day basis, we are all so busy, so lost in the whirlwind that our lives become, that that simple message just gets lost. We forget that we need to set our minds on an actual date and destination and then work towards getting there. Just like in our train story.... Men constantly miscalculate what they can do in a day, and grossly underestimate what can be achieved in a year."

The fourth rule: "Take the journey: "his rule isn't about the direction. It's about making it happen, doing something with it. The challenge for you today is to take the first item of your plan and do it this afternoon."

The fifth rule: "Design your reputation: I can best describe it as designing two separate levels of perception. Perception number one, how you want people to think about you when you arrive and perception number two, how you want them to talk about you once you have left."

The sixth rule: "Regain the tenacity of a child...'From today onward, you will learn how to become evangelical about the many ways you help people. Do you think our preacher friend there wishes to share the good word with others for his own benefit? Do you believe that his passion to share the word of God is of a selfish nature?"

The seventh and final rule: "Listen as if your life depended on it: Listening is a discipline. It's all about being present at that moment in time. You have to recognize that what you are trying to do is fully understand the customer before responding. If you don't understand, you ask again."

An enjoyable, easy to read story with deep meanings to reflect on, and practical advice to apply in sales and leadership.

Emma Bull says

RECEIVED FROM FIRST READS GIVEAWAY

What I loved about this book was that the author - who is a speaker and sales training coach - has opted to give advice on becoming a successful salesman not by preaching a boring how to book, but by creating a story of an uncle guiding his nephew in becoming a salesman. I understood the qualities needed, and although I am not a salesperson (unless you count reviewing on Goodreads!), I learned how to become a better person, how to communicate to other people better, and the basic principles of becoming a successful salesperson. It was entertaining and by using the uncle character to question and educate the nephew, Simeon, the reader is also pulled into the education, because you can't help but answer as it goes along. A good read and instructional for all walks of life, not just salesmen!

Marsha says

I won this book through first reads.

I wasn't expecting this book to be written as a fictionalized diary of sorts. It really helped to keep the subject matter from being dry and difficult to read. The seven essential points that were laid out were well done and interesting, to say the least. I also enjoyed the manner in which this author wrote. It flowed along nicely. I look forward to reading other books by this author.

Katie Harder-schauer says

This was an interesting way to present the seven keys to success. Rather than reading like a boring how-to manual, it comes across like a story, adding to it's appeal. However, I am now sick of the the phrase, "Quite so. Quite right."

I'm not sure that this book will actually help me achieve my goals, I'm not really in sales, and I'm not really sure I have the determination to put these ideas into practice...but while reading I did want to put the book down and open the file for a story I started writing about a month ago that I haven't touched in ages, so I guess the book made a bit of an impression on me.

Copy received through the Goodreads First Reads giveaway program.

Ann-Marie Jeffrey says

Well written and enjoyable to read. Really good idea to write a work of fiction incorporating sales tips and

techniques. Will certainly recommend it.

Jeanette says

I have had this book for some time, which I won in the Goodreads Giveaway. A quick and easy book to read with plenty of tips. I shall be passing this book onto my son-in-law who I know will enjoy this book.

Elizabeth Watters says

I received this book through Goodreads in exchange for an honest review.

What a wonderful, delightfully quick read! This was so easy to get into that I just flew through the pages. An intriguing concept with plenty of laugh-out-loud humour for good measure.

I am far from a salesman, but I learnt so much from this book that I know I can definitely apply in my own life and career, and I believe everyone will find the same.

This is definitely one of my favourite books and I cannot wait for the sequel. Highly recommended! Rated 5/5.

Lee Salz says

The “Extremely Successful Salesman’s Club” presents a compelling story of an elite group of business professionals that began meeting in 1843 and developed seven critical rules. These rules, as presented by Chris Murray, are told in such a captivating way that I could not put this book down. Each of the seven critical rules is enveloped in stories that make this book truly enjoyable.

However, “enjoyment” isn’t the reason to buy this book. Those seven rules guide salespeople – novices and veterans – to create a solid sales foundation.

Nicola James says

The Extremely Successful Salesman's Club by Chris Murray

On the surface this is a manual to teach you how to sell effectively and improve your life. But it is presented in a humorous and very clever fictionalised "Victorian" series of diary entries. Neither of these descriptions do it justice. Very easy to read but makes you think.
