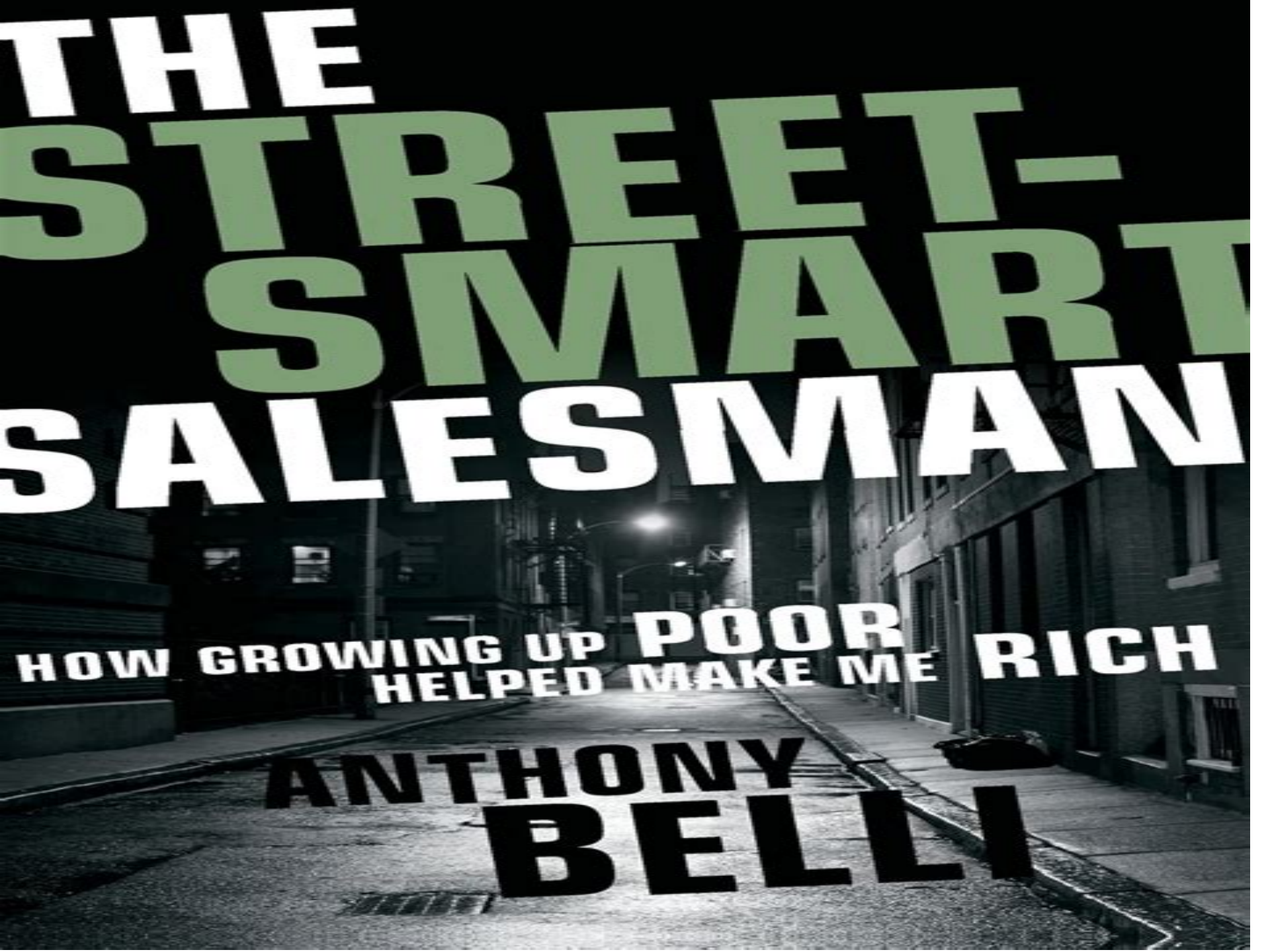




THE STREET- SMART SALESMAN

HOW GROWING UP **POOR**
HELPED MAKE ME **RICH**

**ANTHONY
BELLI**

The Street Smart Salesman How Growing Up Poor Helped Make Me Rich

Anthony Belli



The Street Smart Salesman How Growing Up Poor Helped Make Me Rich:

The Street-Smart Salesman Anthony Belli, 2012-05-29 GROWING UP IN POVERTY every day is a battle with fear stress and anxiety Mistakes misreads misplays miscalculations all can end in missed opportunities that may never come again The struggles of the poor demand courage stamina constant re ordering of priorities and the need for winning strategies Salespeople from entry level cold callers to wily veterans suffer much the same anxieties but lack the street smart skills that a deeply deprived childhood demands adapt or die while still having fun Author Anthony Belli is a millionaire high performance salesman and sales force manager who grew up dirt poor in East Harlem New York Often hungry and without a cent in his pocket as a child Belli became expert in the highly creative art of person to person negotiation using a variety of risk managed cash producing techniques to underwrite his next slice of pizza tactics he describes as eating without stealing The Street Smart Salesman imparts Belli s hard earned wisdom and advice to the lasting benefit of a salesperson s bottom line and ability to sleep at night Populated with real life characters from Belli s old neighborhood deadbeat landlord hooker with a heart mobbed up candy store owner countless junkies winos and wiseguys this unflinching memoir teaches how the survival skills of the honest poor can be used to maximize success in sales Belli s wholly unconventional ghetto tested strategies include Minimize cold calling Using customers networks to supply your pipeline Recognition that sales are driven by emotions not logic and not price Playing dumb When to talk and when to shut up Why hope is your enemy and reality your friend Ways to play a last minute balky customer Prioritizing for profit And more Belli s hard earned insights defy conventional sales training wisdom by valuing humility creativity attention and improvisation over the vaunted one two punch of ceaseless script recitation accompanied by free samples Take his advice to heart and watch your anxiety recede as your fortunes grow

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Pond, 1920 **The Saturday Evening Post** ,1924 Moore's Rural New-Yorker ,1903 *Success Magazine* ,1908

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