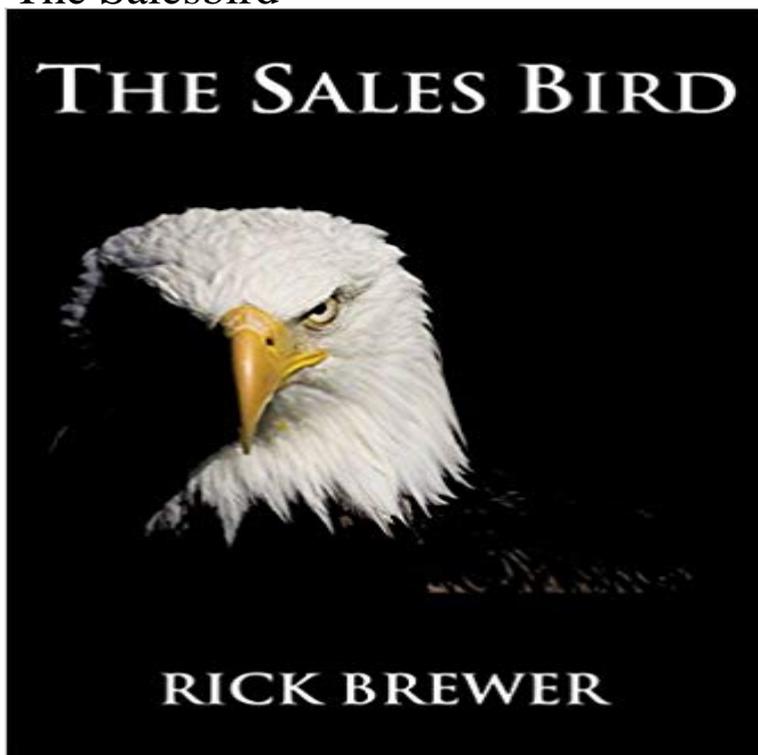


The Salesbird



In working with thousands of businesses, I have found that typical sales crews can be divided into one of four types: Ducks, Seagulls, Pelicans and Eagles. The first two bring down an organization while the latter two are the builders and profit centers of the sales force. In this fresh perspective book, author Rick Brewer shares some brutal facts about what is happening out there and how slight the changes are that can bring some magnificent results. Rick Is an amazing coach who has helped my business tremendously. If youre not using Rick, you need to be. I love Rick and what he has done for my business -Sherry Chicago, IL

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