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This first step to the art of selling in today's world might be the most counter-intuitive but it's also the most important. When it comes to how to master the art of selling today, the romantic idea that great salespeople can literally sell anything to anyone is ludicrous.

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Recently, I was reading an article about a very successful business-man and he mentioned that when he was first beginning, this book, How to Master the Art of Selling had been a tremendous help for him. It is now out-of-print, and thanks to Amazon Market Place, I was able to purchase it. This was a gift for a young, great-grandson who is just beginning to work in a sales job. I am told that as

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