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It really is a bible on the sales process and a great resource to use over and over again. Three key takeaways from the book: 1. How important humour is in the sales process. Using humor at the right time and in the right situations is critical for developing relationships and rapport with your customers. 2.

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My Notes on “ The Sales Bible – The Ultimate Sales Resource ” by Jeffrey Gitomer: The new rules of selling. Say it (sell it) in terms of what the customers wants, needs, and understands (not in terms of what you ’ ve got to offer) Gather personal information (and learn how to use it) Built friendships (people want to buy from friends, not salesmen)

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