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Gitomer's Sales Bible was listed as one of The Ten Books Every Salesperson Should Own and Read by the Dale Carnegie Sales Advantage Program. Now completely revised, this book is available for the first time in paperback.

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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)

**Book Summary: The  
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## **Jeffrey Gitomer**

Jeffrey Gitomer is a global authority on sales and customer service. Participants in his meetings and training program have included representatives of IBM, AT&T, Coca-Cola, Hilton Hotels, Inc. magazine, Siemens and Cintas. He writes the syndicated column, "Sales Moves," which appears in business journals in the U.S. and

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**Sales Bible Book  
Summary**

The Ultimate Sales Resource - The Sales Bible by Jeffrey Gitomer Considered one of "Ten Books Every Salesperson Should Own and Read" by the Dale Carnegie Sales Advantage Program, The Sales Bible (1994, revised 2015) is a classic tome of sales strategy.

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**Summary of The Sales Bible by Jeffrey Gitomer**  
Jeffery Gitomer's Sales Bible has been  
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