



So You Ended Up in Sales: The Reluctant Salesman's Quick Guide to Survival and Success

Jason D. Carter

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When you were a wide-eyed kid filled with dreams and joy, what did you want to be when you grew up? A ball player? A doctor? An adventure guide with a reality show on cable television? Whatever the case may be, unless you ate your weight in paint chips or displayed early onset masochistic tendencies, it's unlikely (impossible) that you grew up running through grassy fields dreaming about a career in freaking sales. You see, none of those silly dream jobs ever panned out (uh, duh) and now you're circling the drain of life's filthy shower while your friends who weren't so inexplicably reckless with their career choices became law firm partners or got jet rich dumping a small business onto the highest bidder. But not you. Not only are you way behind on your car payments, (if you have one) but life in general. The good news is that there's a welcoming place to go after every other door has crushed your face flat. Fortunately, there's a peculiar place that will continue to recruit and embrace hard luck cases like you just one small set back away from taking a warm bath with a red hot toaster. Thankfully, friend, there is a place. . .called sales.

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