



Selling With Power: The Base, Blocks and Blueprint to build a sales career power

John J. Kimmel

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Are you ready to break a brand new record? Millions of people wake up each day and go to work as sales people, but very few stand out from the crowd. Month after month these same people chase that elusive quota, hoping they will get there and then coast out the rest of the month if they do. Average salespeople ask, “How can I reach my sales goals?” Elite salespeople ask, “How can I sell more than everyone else, combined?” In Selling with Power speaker, and sales trainer John J. Kimmel shows you “why” serving as an effective salesperson is a biblical mandate. He’ll also unpack “how” this is possible no matter the circumstances. Keep reading and you’ll discover:

- Confidence that God has called His followers to be sales people.
- The truth of what selling really is.
- The skills that are most important to create maximum sales growth.
- How to dramatically increase your close rate.
- How to bless your customer, your employer, yourself, and God at the same time.

Blending a mix of stories, research and personal experience, John shares proven principles that took him over 30 years of selling, studying, and walking with Christ to discover. These truths will power up your selling to levels you never dreamed possible. John J Kimmel set sales records at every company he worked for in the building materials and petroleum industries. John teaches adult couples, singles and men at Lake Pointe Church in Rockwall, Texas, where he lives with his wife, Dena. Together they raised three children. Connect with John at JohnJKimmel.com

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