



## The Accidental Salesperson: How to Take Control of Your Sales Career and Earn the Respect and Income You Deserve

By Chris Lytle

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"Author Chris Lytle had modest career aspirations. He merely wanted to be the next Walter Cronkite. But instead of being offered a job in the newsroom, he was offered a job in the sales department. He took the sales job and became an "accidental salesperson." Most people don't choose sales as a career. Sales chooses them - and they end up wondering how to make the most of a profession they were never prepared for. They don't have to wonder anymore". "In "The Accidental Salesperson", Lytle gives readers a road map that anyone can use to excel in sales. Lively and entertaining, this somewhat unorthodox guide is packed with thought-provoking axioms, humorous and instructive anecdotes, specific strategies, and powerful tools - everything readers need to master essential lessons in sales and professionalism. Readers will find there are some things "The Accidental Salesperson" lacks - dull theories, manipulative methods, and high-pressure tactics. But with the wealth of money - generating, career-building techniques it does provide, we don't think those items will be missed".

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Chris Lytle (Madison, WI) is an acclaimed leader in sales training, the founder of the Lytle Organization, and a professional speaker and consultant.

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