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10:02 - Top 10% think in terms of their HOURLY rate! 13:12 - *Only three things that you do that pay you your desired HOURLY rate - prospecting, presenting, ...

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Brian Tracy, one of the top professional speakers and sales trainers in the world today, found that his most important breakthrough in selling was the discovery that it is the "Psychology of Selling" that is more important than the techniques and methods of selling. Tracy's classic audio program, The Psychology of Selling, is the best-selling sales training program in history and is now available in expanded and updated book format for the first time.

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