



# **Summary : Selling Sucks - Frank Rumbauskas Jr.: How to Stop Selling and Start Getting Prospects to Buy!**

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**Complete summary of Frank Rumbauskas, Jr.'s book: "Selling Sucks: How to Stop Selling and Start Getting Prospects to Buy!"**

This summary of the ideas from Frank Rumbauskas, Jr.'s book "Selling Sucks" shows how there is no need to spend your business life selling clients products they're not sure they want: it's stressful, time-consuming and ultimately manipulative. In his book, the author shares his philosophy that it is possible to get customers to come to you, so you no longer have to resort to sales pitches or tactics. This summary presents a comprehensive guide to creating the right buying circumstances that will attract customers to you.

#### **Added-value of this summary:**

- Save time
- Understand key concepts
- Expand your sales skills

**To learn more, read "Selling Sucks" and discover how you can stop focusing on selling and start getting your customers to come to you.**

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