



GETABSTRACT REVIEW OF

Way of the Wolf: Straight Line Selling

Master the Art of Persuasion, Influence, and Success

The Straight Line method tightens sales cycles, effectuates closes, develops referrals and solidifies customer relationships.

Discussion Questions

1. What are your thoughts on the proposition of the Straight Line System that "every sale is the same."? Do you agree or disagree? Share your thoughts with the team.
2. What concepts of the book did you find most helpful and how can you apply them to help your own sales growth?

STEP 1

Have your team read the [getAbstract summary](#).

STEP 2

Schedule a team meeting to discuss the questions below.

STEP 3

Have a discussion with your team.

"will show you how to shorten your sales cycle, increase your closing rate, develop a steady stream of customer referrals and create customers for life."

Way of the Wolf: Straight Line Selling

Jordan Belfort

Additional resources



Sales

