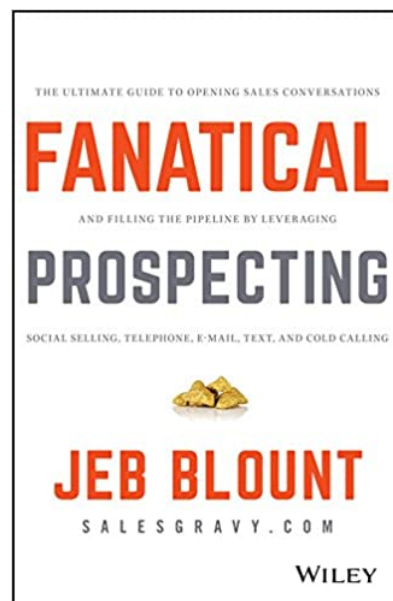


# Fanatical Prospecting Book Summary (PDF) by Jeb Blount

Ready to learn the most important takeaways from Fanatical Prospecting in less than two minutes? Keep reading!



## Why This Book Matters:

Fanatical Prospecting explains the importance of prospecting in sales and how some of the best prospectors keep their sales coming.

## The Big Takeaways:

1. **Fanatical Prospecting is one of the keys to running a successful sales-based business.**
  1. If A fanatical prospector knows they have to always have sights on their next sale.
2. **Being turned down is not a fear of fanatical prospectors.**
  1. Fanatical prospectors know that if they want something, they must get it.
3. **The power of a phone call can not be replaced, even if it's no fun.**
  1. Good salespeople will often “eat a frog” and do

calling first to get it over.

**4. Even though everyone is on social media, it is not the central place you will sell.**

1. There is high power in social media as an advertisement tool, but it is not where you are going to close a deal.

**5. A good prospector will let the concrete numbers influence the way they work.**

1. Data and analytics are a salesperson's best friend because it gives them direction.

## **Want To Keep Reading?**

1. Read A Longer Form Summary on Blinkist
2. Buy The Book on Amazon
3. Listen To The Audiobook

## **Watch A Video Summary:**

## **Additional Video From The Author:**