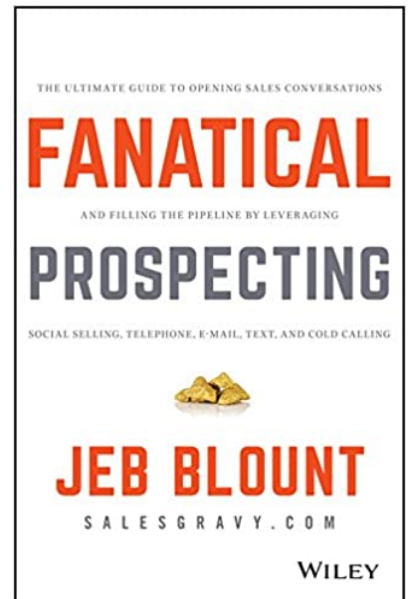


# Fanatical Prospecting Book Summary (PDF) by Jeb Blount

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.

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- 2. Buy The Book on Amazon**
- 3. Listen To The Audiobook**

## **Watch A Video Summary:**

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