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Tom Hopkins shares the number one secret and mistake in sales with Patrick Bet-David

<http://www.patrickbetdavid.com> Tom Hopkins is a sales legend and author of "How to Master the Art of Selling." In this interview, he shares some of his wisdom in the are of sales including the number one secret and mistake in that people make in the sales business.

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Tom Hopkins has long been one of the top teachers in sales, and his book *How to Master the Art of Selling* is a must-read for anyone who wants or needs to sell. After failing during the first six months of his career in sales, Tom Hopkins learned and applied the best sales techniques, then earned more than one million dollars in just three years.

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How to Master the Art of Selling by Tom Hopkins Paperback

I bought *How to Master the Art of Selling* when it was published in paperback in the 1980's. If you are new to sales and want to be successful this is a good primer. Some reviews that these are old techniques but they work. An important part of selling is not only a variety of sells techniques and how to get the close.

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