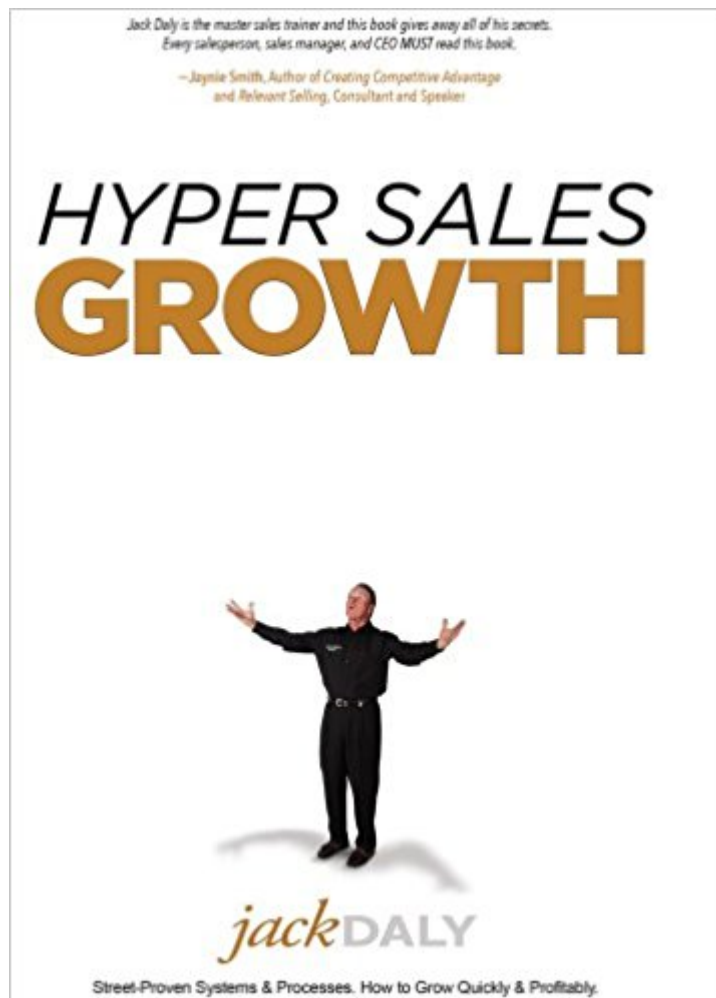




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# Hyper Sales Growth: Street-Proven Systems & Processes. How To Grow Quickly & Profitably.



## Synopsis

IF YOU THINK YOU KNOW SALES...YOU DON'T KNOW JACK!

“Jack Daly stands above all others. His energy is matched only by his genius and understanding about what makes the best sales organizations. It's not commission strategies, it's not about glossy sales materials; it is about people. Jack understands better than most that if you look out for your people and insist that they look out for your customers, the result is unprecedented growth (and a lot of very happy and inspired employees and customers).”

—Simon Sinek, Optimist and Author of *Leaders Eat Last* and *Start With Why*

“Winning teams result from strong cultures and leadership driven systems and processes. In the world of sales, as detailed in *Hyper Sales Growth*, Jack Daly knows how to lead and win.”

—Pat Williams, Co-Founder, Orlando Magic, Author of *Vince Lombardi on Leadership*

“If you want to play the piano, you hire a teacher. If you want to run a fast marathon, you hire a coach. Jack Daly is the best Professional Sales Coach in America. He teaches you what you need to know, how to remember it, and how to practice it every single day. This book will change your life as a leader and a salesperson, and you will thank Jack Daly every day you make a new sale.”

—Willy Walker, Chairman and CEO, Walker & Dunlop

“It's finally here!! The book all the million fans (that's literal) of Jack Daly have been wanting is a book that shares the same time-tested sales management techniques that work to drive growth he's been teaching in his powerful and packed workshops. It's all about getting the sales management piece right; this is the book that shows you the way.”

—Verne Harnish, CEO of Gazelles Author of *Mastering the Rockefeller Habits* and *The Greatest Business Decisions of All Time*

“If you want to get predictable revenue and profitable growth, Jack Daly is your source for the state of the art in sales. Read this book, buy it for your team, follow his advice and you'll be unstoppable.”

—Christine Comaford, Executive Coach & Presidential Advisor NY Times Best Selling Author of *Smart Tribes: How Teams Become Brilliant Together*

“Jack Daly is a rare gem in the business world. I have seen him transform several companies, by growing revenue, by upgrading corporate cultures, and by growing employees' capacity to produce results. His vast knowledge and experience gives him a perspective unmatched by anyone I've experienced. This book is a must read if you are interested in taking your company to the next level in the most direct way possible.”

—Rick Sapio, CEO of Mutual Capital Alliance, Inc

## Book Information

Hardcover: 199 pages

Publisher: ForbesBooks; 1st edition (April 22, 2014)

Language: English

ISBN-10: 1599324385

ISBN-13: 978-1599324388

Product Dimensions: 6.1 x 0.9 x 9.1 inches

Shipping Weight: 1.1 pounds (View shipping rates and policies)

Average Customer Review: 4.8 out of 5 stars 73 customer reviews

Best Sellers Rank: #204,010 in Books (See Top 100 in Books) #54 in [Books > Textbooks >](#)

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## Customer Reviews

IF YOU THINK YOU KNOW SALES...YOU DON T KNOW JACK! Jack Daly stands above all others. His energy is matched only by his genius and understanding about what make the best sales organizations. It s not commission strategies, it s not about glossy sales materials; it is about people. Jack understands better than most that if you look out for your people and insist that they look out for your customers, the result is unprecedented growth (and a lot of very happy and inspired employees and customers). Simon Sinek, Optimist and Author of *Leaders Eat Last* and *Start With Why* Winning teams result from strong cultures and leadership driven systems and processes. In the world of sales, as detailed in *Hyper Sales Growth*, Jack Daly knows how to lead and win. Pat Williams, Co-Founder, Orlando Magic, Author of *Vince Lombardi on Leadership* If you want to play the piano, you hire a teacher. If you want to run a fast marathon, you hire a coach. Jack Daly is the best Professional Sales Coach in America. He teaches you what you need to know, how to remember it, and how to practice it every single day. This book will change your life as a leader and a salesperson, and you will thank Jack Daly every day you make a new sale. Willy Walker, Chairman and CEO, Walker & Dunlop It s finally here!! The book all the million fans (that s literal) of Jack Daly have been wanting a book that shares the same time-tested sales management techniques that work to drive growth he s been teaching in his powerful and packed workshops. It s all about getting the sales management piece right; this is the book that shows you the way. Verne Harnish, CEO of Gazelles Author of *Mastering the Rockefeller Habits* and *The Greatest Business Decisions of All Time* If you want to get predictable revenue and profitable growth, Jack Daly is your source for the state of the art in sales. Read this book, buy it for your team, follow his advice and you ll be unstoppable. Christine Comaford, Executive Coach & Presidential Advisor NY Times Best

Selling Author of SmartTribes: How Teams Become Brilliant Together Jack Daly is a rare gem in the business world. I have seen him transform several companies, by growing revenue, by upgrading corporate cultures, and by growing employees capacity to produce results. His vast knowledge and experience gives him a perspective unmatched by anyone I've experienced. This book is a must read if you are interested in taking your company to the next level in the most direct way possible. Rick Sapio, CEO of Mutual Capital Alliance, Inc"

Jack Daly is a keynote speaker, serial entrepreneur and business growth catalyst. **NOTEWORTHY CAREER HIGHLIGHTS:** • Attracted by the consistent good weather in southern California, Jack relocated there from the east coast and started a mortgage company with 3 colleagues. As CEO, Jack led the company through robust growth in its initial 18 months to 750 employees, 22 offices nationwide, and in its first 3 years the company reported profits of \$42 million. • Working as a senior partner in a 5 year-old privately held Enterprise, Jack helped the company to be recognized as Entrepreneur of the Year by Ernst & Young and ranked #10 on the Inc. 500 list of the fastest growing firms nationwide. • Following his teachings, many of his clients have now gone on to Inc. 500 status and Entrepreneur of the Year winners. **WHY JACK DALY?** • Led sales forces numbering in the thousands. • Vistage UK Overseas Speaker of the Year. • TEC Australia Speaker of the Year. • BS Accounting, MBA, Captain in the U.S. Army. **PERSONAL HIGHLIGHTS INCLUDE:** • Married 44 years (and counting) to Bonnie, his high school sweetheart. • Successfully finished 13 Ironmans covering eight countries, five continents and the World Championship, along with representing TEAM USA in 2012. • Played golf at over 80 of the Top 100 golf courses in the USA. • Completed 65 Marathons covering 35 states in the USA. • Bungee jumped the world's first and largest bungee jumps, and shark dived in South Africa. **RESULTS:** • That's what all of the above is about. Jack Daly delivers result

Jack is THE expert on sales growth, sales teams, and sales culture. He can transform pitches, companies, and people in minutes. He's an unstoppable force and has taught me so much. This book is full, however, of stuff that I hadn't heard from him before. I love that it sounds like his voice - like he's talking me through these steps. Part of me wants to keep this stuff a secret - it's that good.

I started my sales career at 10 years old, when my father made me think that every kid sold flowers after school (he was a greenhouse owner and florist). Those sales days have served me well, 50

years later and I use them daily. Daly's book was a refresher course on how to be a successful relation builder, and not a "salesman". Regardless of your station in life, you will be well served by reading and practicing this book. Dan Marrazzo

Jack Daly continues to amaze me. The ideas he brings to the table for sales and business are unbelievably effective and yet so simple and truthful you feel embarrassed as to why you haven't been using them already. This book is filled with wonderful techniques and "Jackisms" that are sure to get your sales to rocket, fast.

I purchased the audio option & it was great! Jack's voice has a way to motivate and inspire you. The content is well organized and eye opening on how to implement best practices of Sales & Sales Management and create an awesome workplace culture. Jack's approach to establishing systems and processes to your business is equivalent to what it takes to be a champion team in any sport. I highly recommend buying "Hyper Sales Growth..." as soon as possible, and start growing your business exponentially.

In his book, Daly walks you through his step-by-step process showing you how to build a winning culture in your business, effectively manage salespeople, and maximize the speed of sales growth. The goal of this book is to create the best sales organizations in the industry with unprecedented growth and a lot of very happy customers. For your convenience, I had Jack Daly on my podcast, The Entrepreneurs Library, to give a deep dive on Hyper Sales Growth along with his personal experience in the business industry. With Jack's experience he gives amazing insight on turning your business into a sales machine. If you would like to hear a review from the author himself check out episode 96 and 228 at [theELpodcast\[dot\]com/books](http://theELpodcast.com/books).

I have had the opportunity to see Jack speak several times over the past few years and could not wait for his book to come out. There is not a more energizing speaker with a hard hitting and easy to understand message on how to be successful in sales or life. This book should be mandatory reading for anyone in sales management and for any sales person that truly wants to be a top performer. Jack does a great job of laying out that its all about systems and processes and culture. He has some great examples and stories. Its a very quick read. I bought additional copies for all my sales managers and already had to re-order for others who want a copy. I was excited yesterday to walk into one of our sales meetings and hear one of the managers giving a recap on the book and

some of the things we need to focus on. For sure this should be reviewed and read often.

Since I first met Jack back in the late 1990's he's wow'd me on his depth of sales experience. This is a MUST read for anyone in sales or any company wanting to grow. Simple, executable sales tips and systems for companies of all sizes. Jack is been the guru of sales for all of my clients too.

Absolutely Awesome! After having seen Jack speak many times over the years, I am so excited to buy and give this book to my team and my friends who want to grow their businesses. Jack writes the book from the heart and you can truly hear his passion and voice coming through the written word. I love giving out great books to my staff and friends and this one is truly a keeper. Thank you Jack Daly for all you have done for all of my companies and my employees. They have no idea the impact you have had on their lives by the wisdom you have shared in your book and your talks over the years.

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