

Everybody Has a Story for Why They Sell. WHAT'S YOURS?

What's Your Sales Story?
**The Kaizen Way of Not Letting Your
Ego Get In the Way of Your Sales Success!**

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Does your audience sale or manage for a living? If so you cannot afford to pass up the opportunity to interview author and respected sales and management executive, Ja Marr Brown.

Brown's new book, **What's Your Sales Story?** is unlike any book you have ever read on sales. You won't find any clichéd sales strategies or out dated techniques. Instead, what you will discover is a new form of sales education Brown refers to as **Reality Based Sales**. No theories or generic examples. What you will read is 100% reality.

In *What's Your Sales Story?*, highly accomplished and widely respected sales and management executive, Ja Marr Brown, takes you on an engaging, inspiring and eye-opening journey into the high-stakes, pressure-filled world of pharmaceutical sales. Injecting realism to the topic of sales, Brown pulls no punches as he reveals the real-life ups and downs of what it takes to become a perennial sales performer.



SOME OF THE KEY AREAS COVERED IN THE BOOK INCLUDE:

- How to **unlock your customers' codes** of the how and why they buy
- Getting your **ego out of the way of your success**—once and for all
- **Eliminate self-doubt, fear and pressure** from every sales call
- Identify your sales story and leverage it to **boost your career and income**
- Implement The KAIZEN Way™: three simple principles that took a **last-placed sales team to the #1 position in less than 18 months.**

“Ja Marr has uniquely captured the essence of what it really takes to succeed in sales. His insider's perspective provides a valuable view from the heart, inspiring us all to value our stories and the stories of others.”

~ Jim Trunick, Senior Director, Corporate Training & Development, Allergan ~

“Finally! A book that teaches and motivates with words that are transparent and easy to follow.”

~ Glen March, MD, Chairman and CEO, March Vision Care, Inc. ~

“What's Your Sales Story? is one of the most insightful books you'll ever read on sales. Ja Marr Brown has uncovered a unique and highly effective way to increase sales through changing perspective.”

~ Sarah Taylor, Author, *Secrets of Successful Pharmaceutical Salespeople* ~

INTERVIEW JA MARR BROWN:

Ja Marr Brown is available for candid and eye-opening interviews and appearances. To schedule Ja Marr for an interview, please contact him at info@whatsyoursalesstory.com or call **951.737.5579**.