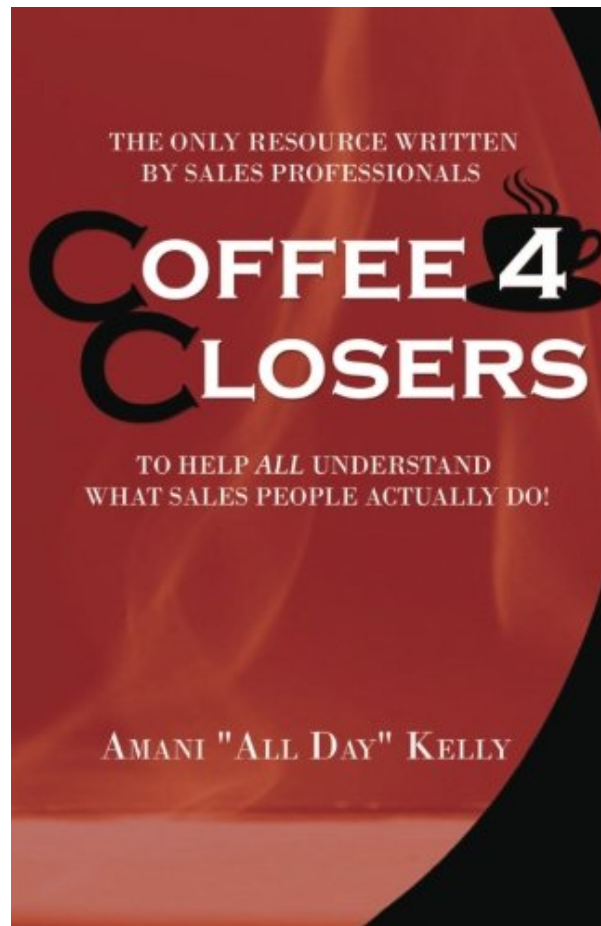


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Amani Kelly is a former Co-Publisher and COO at Big Publisher, LLC. He is a seasoned sales professional with over 18yrs of experience in various leadership, and individual contributor roles. Amani is a sports enthusiast, martial arts practitioner, novice day trader, real estate investor, & entrepreneur. He was a walk on college basketball player for Newbury College, and graduated with his B.A. degree in business from Emmanuel College in Boston, Ma. He has competed in several 10K races, half marathons, local Muay Thai competitions, and has given up his “hoop dreams” for a suit and a pen & pad. He is the proud father of Imani, and resides in New York City.

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Are you in sales? Do you buy from sales people? Do you want to be in sales? Well if you answered YES to any of the aforementioned, then put down that coffee and pick up a copy of "Coffee 4 Closers". Based on research from sales professionals and non-sales people alike, COFFEE 4 CLOSERS offers a complete and honest look into the sales profession directly from the professionals that you buy from. C4C looks at what non-sales people think of the sales profession, and how the media portrays sales in popular culture. You'll see how sales professionals from all walks of life and industries think, and you'll learn about the most common types of sales people that typical consumers encounter on a daily basis. With dozens of diverse stories from consumers, and sales professionals from around the country, Coffee 4 Closers is the only resource out there that gives everyone a clearer understanding as to what it is sales people actually do!

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Wow! Forget about putting the coffee down, I couldn't even put this book down. I built my business around introducing high performing sales people and sales leaders to each other, and C4C does a great job of encapsulating many different perspectives. At one point Amani talks about how sales people have been portrayed in the movies, and if I wasn't so enthralled by what I was reading, I would have run to watch all of those movies again. This is a must read for anyone in sales, wants to be in sales, or just wants to know more about sales people. I highly recommend it.

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Highly recommended

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I loved the relevant tone and the honesty of this book. The author has a great writing style that keeps you interested the entire time and delivers on his promise to explain what sales people do. This book is perfect for anyone who is looking at a career in sales or if you just want a great book to read. Highly recommended.

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If you want to know how Sales People view us as customers, check this book out.

By naima lisa kelly

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