

Unlocking Sales Success: Discover the Secrets to Becoming a High-Achieving Salesperson with "Make it Happen!"

Make it Happen!: Discover the Secrets to Success in Sales serves as a compelling blueprint for anyone in sales, or considering a sales career, who aspires to fulfill their dreams.



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HAROLD ANTOR

Harold Antor is an Insurance Executive with over thirty (30) years experience in Sales. He qualified as a Life Member of the Million Dollar Round Table (MDRT) having racked up twelve (12) consecutive Round Table qualifications. In his first year at Global Life Insurance Company, Nassau, Bahamas, he earned the title of "Agent of the Year" with top sales in 1996. Soon he was promoted to Branch Manager where he continued to qualify for MDRT while managing a sales team and helping a number of them qualify for the Round Table as well. Mr. Antor has an MBA from the University of Miami and he is also a professor of Strategic and International Marketing at the University of the Bahamas. In 2006, Mr. Antor founded TRISTAR Insurance Agents and Brokers Ltd with two colleagues. The business has grown from zero sales to multimillion dollar sales.



Canoga Park, California Jun 16, 2025 (Issuewire.com) - Have you ever wondered what truly separates the average salesperson from the elite, high-earning professionals who seem to effortlessly achieve their dreams? Many might assume these individuals are simply "gifted," but a new book, ***Make it Happen! Discover the SECRETS to Success in Sales***, by an unnamed author, promises to pull

back the curtain and reveal the actionable strategies that can transform any salesperson into one of the "precious few."

This insightful guide posits that while the sales industry is vast, only a select number of individuals have truly unlocked and applied the fundamental secrets essential for outstanding success. These are the professionals who are not only handsomely rewarded but also genuinely enjoy their careers and live fulfilling lives. The author, drawing from extensive personal experience, identifies five must-have secrets that, when implemented, are almost guaranteed to lead to success in sales.

"Make it Happen!" goes beyond theory, offering a deep, step-by-step dive into each of these five critical areas:

- **Motivation:** Understanding and harnessing the inner drive that fuels consistent performance.
- **Mental Armor:** Developing the resilience and mindset needed to navigate challenges and setbacks.
- **Sales Strategies:** Mastering effective approaches to connect with clients and close deals.
- **Sales Skills:** Honing the practical abilities required for engaging presentations and negotiations.
- **Product Knowledge:** Building comprehensive expertise to confidently articulate value and address customer needs.

The book is meticulously structured to make each secret easy to understand and apply, regardless of whether you're new to sales or a seasoned veteran. What truly sets this book apart is the author's decision to incorporate numerous personal experiences, offering real-life examples of how these principles were applied to achieve success. This grounding in practical application makes the advice tangible and inspiring.

Make it Happen!: Discover the Secrets to Success in Sales serves as a compelling blueprint for anyone in sales, or considering a sales career, who aspires to fulfill their dreams. The author confidently asserts that the path to financial freedom – whether it's buying your dream house, driving your desired cars, sending your children to top schools, or enjoying luxurious vacations – is entirely possible. The "how" is meticulously detailed within its pages.

This book is more than just a sales manual; it's a guide to personal and professional transformation. It promises to equip readers with the knowledge and tools to not only master sales but also to unlock a life of immense satisfaction and reward. Here's to your success!

Grab a copy of Make It Happen!: Discover the Secrets to Success in Sales in bookstores and online outlets like [Amazon](#) and [Barnes & Noble](#).

[Make It Happen!: Discover the Secrets to Success in Sales](#)

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