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Tracy . . .

The Psychology of Selling The Psychology of Selling is a well-regarded book by legendary sales professional Brian Tracy. It shares ideas, methods, strategies, and techniques for salespeople to sell faster and easier than ever before. It's a must-read for salespeople of all verticals, and we've got a complete summary here.

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If you don't understand the psychology of selling, then the words are going to fall flat if they're not used in the right context. If you put the components of a sales letter in the wrong order, sales will tank. If you're not pushing the right psychological triggers at precisely the right time, the conversion rate could be pretty low.

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