

Paula Pagano

Author, Speaker, Empowerment Trainer, Top Producer

Eat Pray Love meets The Art of the Deal

ABOUT THE BOOK

Secrets of a Top Salesperson is *Eat, Pray, Love* meets *The Art of the Deal*. *Eat, Pray, Love* because *Secrets* is about a person's transformation told with raw honesty, good humor and a spiritual slant. Donald Trump's *The Art of the Deal* because of the solid hard-core business rules interspersed throughout the impactful stories.

In this current economic climate people are freaked out. They thought their life was going in a certain direction and suddenly, wham, they got hit. They are feeling their negative emotions in a big way. *Secrets* will help them laugh at their situations, give them the hope they sorely need and is a fun, juicy read.

Barbara Corcoran, TV's Current Real Estate Guru and Best Selling Author of *Use What You've Got//If You Don't Have Big Breasts Put Ribbons in Your Pigtails* says "*Secrets of a Top Salesperson* is a powerhouse of ideas for entrepreneurs and anyone who has been hit by the mortgage/real estate crisis. It gives you a systematic and creative roadway to help you get your life back on track." Ray Brown, Best Selling Author, 15 Year Radio Talk Show Host and 30 Year Prominent San Francisco Real Estate Broker recommends *Secrets of a Top Salesperson* to all real estate professionals.

ABOUT PAULA

Paula Pagano, a Licensed California Real Estate Broker (License #592260), has been among the top salespeople in San Francisco for thirty years. A trained business coach, Paula formed her own sales training company in 2003 called Client Connect. She is currently an active member of NSA, National Speakers Association, WCR, Women's Council of Realtors, NAWBO, National Association of Women Business Owners, CAR, California Association of Realtors, NAR, National Association of Realtors, NAWP, National Association of Professional Women and SFAR, San Francisco Association of Realtors of which she is a member of the Government Relations and Membership Committees.

Secrets of a Top Salesperson

HOW EMOTIONS MAKE OR BREAK THE SALE



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"Secrets sucked me in. I found it to be a practical delivery of healthy philosophies tied to personal convictions expressed through adventurous colorful and heartfelt stories - reminding me of a San Francisco centric *Eat, Pray, Love* book."

Lisa Bass - Global Account Executive

"Beyond being a brilliant education in how to become a top producer in business, Paula's book, *Secrets of a Top Salesperson*, is a remarkable guide that leads you by example into being a more fully realized person. She skillfully takes you beneath the dynamics of business into understanding how to convert negative interactions into personal triumphs."

Frank Jordan - Author, Educator, and Spiritual Counselor

"I felt like I was walking in your shoes, learning as you learn, living a day in the life of a top salesperson. Now I want to go out and conquer!"

Coral Soutar - ASP Senior Stager

Client Connect
Connect to Success