



Where Winners Live: Sell More, Earn More, Achieve More Through Personal Accountability

Dave Porter, Linda Galindo

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Be accountable and achieve success

Personal accountability is the secret weapon of every successful sales professional. It is the secret weapon of *Where Winners Live* co-author Dave Porter, who became the owner and CEO of Baystate Financial Services at age 35 and grew it into a \$100 million-a-year business over the next 15 years. It is the secret weapon of *Where Winners Live* co-author Linda Galindo, who transformed herself from the self-proclaimed Queen of Victims into an entrepreneur, business coach, consultant and speaker whose typical audience numbers 500 or more.

Like all highly accountable professionals, these authors live *Where Winners Live*, an achievement they say is available to everyone. Written in a no-excuses tone and filled with personal stories and practical exercises, their book offers readers the non-negotiable, high-performance behaviors of the sales trade and tried-and-true best practices for success.

- Exposes the key difference between top-earning sales professionals and those who struggle to make their numbers every quarter
- Outlines the three critical characteristics of personal accountability: responsibility, self-empowerment, and ownership of results after the fact
- Explores personal accountability from the perspective of both leaders and rank-and-file sales professionals

Where Winners Live shows readers the most effective way to hold themselves and others accountable.

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