

The Weekly Sales Beast

The World's Leading Sales Educational Resource

Complete Series Segment Rotation Order Year's One Through Three

Lesson Category	Segment Title
	Year One: Segments 1-58
Tactical	1 Selling Refrigerators to Eskimos.
Strategic	2 As The Bell Tolls.
Strategic	3 Chesties in the Parking lot.
Motivational	4 Thomas Edison was an Idiot; and Other Motivational Sayings.
Motivational	5 Man, What are You Doing Here....
Motivational	6 I Was Determined to Write About...Determination.
Strategic	7 Calculator Carl and Other Un-hatched Chickens.
Strategic	8 "Um Hi. My name is Doug ... and I'm ... an Optimist".
Tactical	9 Being an Orange in an Apple Orchard.
Strategic	10 I've Decided to See a Specialist About My Premature Sales Celebration Problem.
Motivational	11 Excuse me ... I have a License to Dream.
Tactical	12 The Bravado of Disorderly Conduct.
Strategic	13 Fifty Cent ... Not the Musician, the Deal Breaker.
Tactical	14 Where's Waldo?
Tactical	15 Einstein's Kids Never Asked Him for Help With Their Math Homework.
Tactical	16 Sweeping the Corners.
Motivational	17 Hooked on a Feeling.
Strategic	18 What Floats Your Boat.
Tactical	19 Market Pre-Search.
Tactical	20 Embrace Your Inner Steve.
Motivational	21 Tricky Dogs.
Tactical	22 Leveraging Your Hercules Factor.
Strategic	23 I'll take Stupid Sales Tactics for \$1600 Please Alex.
Tactical	24 The Problem is Mice.
Tactical	25 Not Worth a Bag of Beans.
Strategic	26 Right Place. Write Time.
Motivational	27 Can You Spare Some Change?
Tactical	28 Singing For Your Supper.
Strategic	29 We Need Less Customers.
Tactical	30 Johnnie Obvious and Other Sales Illusions.
Strategic	31 Sales Schwing.
Motivational	32 If Only All Your Customers Would Slash Prices.
Strategic	33 Leveraging Nothing In Common.
Tactical	34 Social NotWorking.
Strategic	35 I Wish Larry Hadn't Given Me Free Advice.
Tactical	36 I Don't Believe in Ghosts.
Strategic	37 I Love You Man.
Motivational	38 Mood Wings.
Strategic	39 Low Hanging Fruit.
Strategic	40 No one Buys on Fridays and Other Great Reasons Not to Sell.
Tactical	41 Hocus Focus.
Motivational	42 Fly Like an Albatross and You'll Soar With the Eagles.
Strategic	43 Heard Mentality.
Strategic	44 Maximus Timus.
Tactical	45 The Bone Yard.

Tactical	46 Goodie Two Shoes.
Tactical	47 Red Pens and Other Long Lost Devices of Sales Civility.
Tactical	48 The Complex Mind of Howard Views.
Strategic	49 The Buggy Whip Manufactures Association Annual Convention 1908
Strategic	50 Where The Sun Don't Shine.
Tactical	51 Bunny Trails
Motivational	52 Sign of The Times.
Strategic	53 I Meet a Lot of "No it Alls".
Strategic	54 Pete and The Power of One.
Tactical	55 People 2.0
Motivational	56 Secret Handshakes.
Strategic	57 Lurking in the Shadows, The Non-decision Maker.
Motivational	58 I Wish I'd Told You So.

Year Two: Segments 59-110

Tactical	59 Guess What? You're the Buttercup.
Strategic	60 Organ-ic Grinder.
Strategic	61 Mountain Clinging
Motivational	62 Motivational Sneaker
Tactical	63 It's Not the Hammer. It's the Nails.
Strategic	64 Inexplicable Random Acts of Salesmanship.
Strategic	65 Sales Career Cooties.
Tactical	66 "Two Tows Terry" is a Genius.
Strategic	67 Lucky For You, Kerry Got Fired.
Tactical	68 Unique Up On Them.
Motivational	69 Lean Into The Wind, and Start Walking.
Strategic	70 Roger That ... Rolling Right..Zero Six Zero
Strategic	71 Ah So.
Tactical	72 The Lesser Known Harvard School of Sales.
Strategic	73 "Well Your Honour, It's Like This".
Motivational	74 Well Halo There
Tactical	75 Chris Cross.
Tactical	76 Mirror Mirror.
Strategic	77 Quiver Me Timbers.
Tactical	78 "What's New".
Strategic	79 Smart Alex
Motivational	80 Mutiny of Your Bounty.
Tactical	81 Valentino's Speeding Ticket.
Tactical	82 McSelling
Strategic	83 The New Normal
Motivational	84 Knock Knock.
Tactical	85 Monkey Business.
Strategic	86 Performance Enhancing Doug's.
Tactical	87 Come and Get It.
Motivational	88 Sales Hors d'oeuvres
Strategic	89 El Salesador.
Strategic	90 Buyer's Rejoice.
Motivational	91 Optical Delusion.
Strategic	92 Jack In The Boxer.
Motivational	93 Size Does Matter.
Strategic	94 Last Will and Testimonial.
Motivational	95 Final Notice.
Tactical	96 Sandwiches and Sentences.
Tactical	97 Shruggles
Strategic	98 Ecks Marks the Spot.

Strategic	99 Sales Loser of The Year.
Tactical	100 The Maltese Falcon and The Unintended Consequences of Continuous Re-Casting.
Tactical	101 Chester Fields.
Strategic	102 No Coke. Pepsi.
Tactical	103 The Clipper and Hitched Wagons.
Strategic	104 Bonding. James Bonding.
Tactical	105 Jaws of Life.
Motivational	106 I'm Always Open to Resisting New Ideas.
Tactical	107 The Wizard of Pause.
Tactical	108 "and Then Finally of Course, There's The Matter of Price".
Strategic	109 It's All Fun and Games Until Somebody Loses an "I"
Motivational	110 Osmosis Joe and What He Eight.

Year Three: Segments 111-162

Tactical	111 Bread Spread
Strategic	112 The Lion's Den.
Strategic	113 Deja Nu.
Motivational	114 The Bonus Number is 33 and Horse Water.
Tactical	115 Pain in the Neck.
Strategic	116 Newton's Lesser-Known Law.
Strategic	117 The Devil is in The "Deal Tales".
Tactical	118 Where There's Smoke, There's Mirrors.
Strategic	119 You Don't Whisper to a Gift Horse.
Tactical	120 Savvy Unlikely.
Motivational	121 Grinder Gets Roasted.
Strategic	122 Sticks and Stepping Stones.
Strategic	123 One Day When I Was Janice.
Tactical	124 The "Art" of Storytelling.
Strategic	125 The Writing's on The Wall
Motivational	126 Return Around
Tactical	127 Upsetting The Natural Balance in The Grand Scheme of Things.
Tactical	128 Billy Two-Notes is Pitch Perfect.
Strategic	129 Sorry Boss, I Don't Re-Call.
Tactical	130 Missed Match.
Strategic	131 Miles Was Apart.
Motivational	132 Upside of Being Down.
Tactical	133 UnSentiments
Tactical	134 Smartin' Up.
Strategic	135 Epic Article Gauranteed to Make You 15% Smarter.
Strategic	136 The Dog Dies.
Tactical	137 Message in a Throttle.
Strategic	138 Close Call.
Motivational	139 Alpha Bets.
Tactical	140 Drinking The Kool Aid
Tactical	141 Sales Shift.
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