

“Sales may be one of the most misunderstood yet essential disciplines for making ideas happen. Whether it is selling to customers to buy your product, investors to fund you, or employees to join you, Rothstein deconstructs sales to its primary elements. This book is a must-read to learn to master the art of transferring enthusiasm and exceeding your quota.”

—**Scott Belsky, Founder of Behance, and Author of *The Messy Middle***

“*Carry That Quota* is filled with stories, strategies, tips, and tools that will help anyone in sales, or considering a career in sales, better understand the craft and boost their results. Jesse is spot on when he says a salesperson’s net worth depends on their network; building trusted relationships with clients by helping them solve problems is a sure path to meeting that quota and achieving career and personal fulfillment. A great read with proven tactics and straight talk on the rewards and challenges of the sales profession.”

—**Nichole Jordan, Managing Partner, Grant Thornton LLP**

“This book is a must-read. The stories, tactics, and lessons shared will have a real and meaningful application for anyone who wants to excel in a client facing role.”

—**Steve Jurkovich, Chief Executive, Kiwibank**

“It is about time a book like this was written—I feel proud of our profession and I know others will too when reading this book. Finally, I can give my sales team a book that is well written and has real application for their development as salespeople.”

—**Georgia Foster, Country Manager, Australia and New Zealand, Uber**