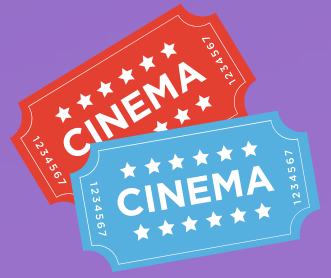


- Cheat sheet -



# 36 ESSENTIAL MOVIES FOR SALESPeOPLE

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Prospect.io

Hi there, **welcome to the tribe!**

We made a list of the 36 movies we think deserve to be watched at least once by every sales salesperson around.

Not **all** those movies are directly related to sales; some are focused on having a winning mindset or believing in yourself, which, to us, matters as much as mastering the art/science of sales itself.

Without further ado, here's the list in chronological order!

### 1. 12 Angry Men (1957)



*"A jury holdout attempts to prevent a miscarriage of justice by forcing his colleagues to reconsider the evidence."*

*Rating: 8.9/10" - IMDB*

**Needless to say, everyone should watch this masterpiece, not just salespeople. This is a masterclass in the art of persuasion and one of the greatest movies of all time!**

## 2. Elmer Gantry (1960)

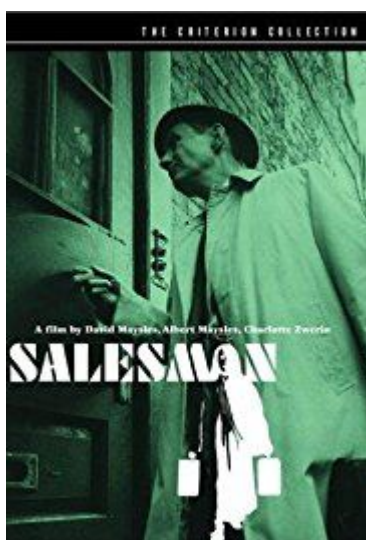


*"A fast-talking traveling salesman with a charming, loquacious manner convinces a sincere evangelist that he can be an effective preacher for her cause."*

Rating: 7.9/10" - IMDB

**An older movie that some cringy old fashioned society considerations doesn't prevent to ask relevant questions, not just about sales, but also about choices and fundamentalism.**

## 3. Salesman (1969)

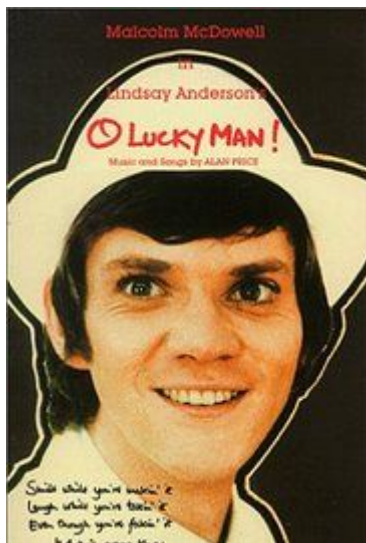


*“Four relentless door-to-door salesmen deal with constant rejection, homesickness and inevitable burnout as they go across the country selling very expensive bibles to low-income Catholic families.*

*Rating: 7.9/10” - IMDB*

**The first nonfiction movie in history! Outdated hard selling methods vs. miserable people who can’t afford them.**

#### 4. O Lucky Man! (1973)

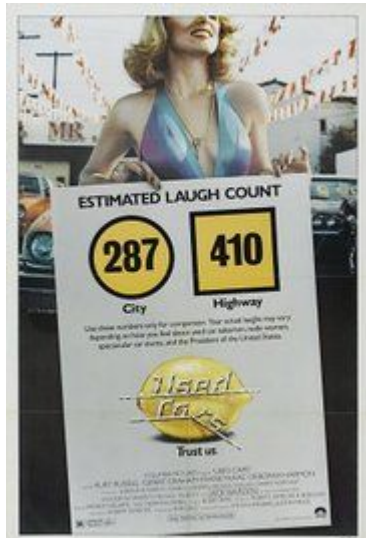


*“This sprawling, surrealist musical serves as an allegory for the pitfalls of capitalism, as it follows the adventures of a young coffee salesman in Europe. Many actors play multiple roles, giving the film a stagy tone.*

*Rating: 7,8/10” - IMDB*

**Malcolm McDowell embodies a slave to the Work Ethic, never allowing himself to be dissuaded from his work despite such distractions as fatal car accidents, crooked cops, physical torture...**

## 5. Used Cars (1980)



*“When the owner of a struggling used car lot is killed, it's up to the lot's hot-shot salesman to save the property from falling into the hands of the owner's ruthless brother and used-car rival.*

*Rating: 6.8/10” - IMDB*

**Zemeckis’ second directing effort starring a young Kurt Russel. Not as funny is it wants itself to be, but funny nonetheless!**

## 6. Trading Places (1983)



*“A snobbish investor and a wily street con artist find their positions reversed as part of a bet by two callous millionaires.*

*Rating: 7.5/10” - IMDB*

**With a dark comedy vibe, the movie shines a light on socio-economics and class structure issues in America.**

## 7. Death of a Salesman (1985)



*“An aging traveling salesman recognizes the emptiness of his life and tries to fix it.*

*Rating: 7.3/10” - IMDB*

**Not a happy movie, but this rendition of one of the greatest plays ever written raises questions about what actually matters in life.**

## 8. The Goonies (1985)

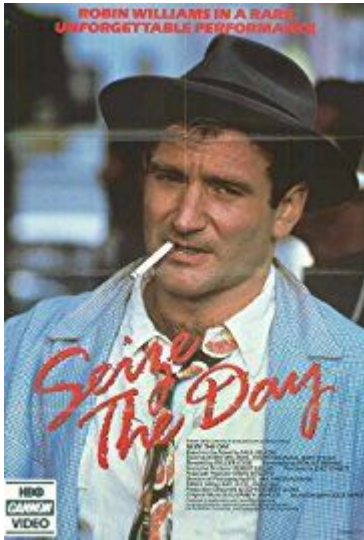


*"In order to save their home from foreclosure, a group of misfits set out to find a pirate's ancient valuable treasure."*

*Rating: 7.8/10" - IMDB*

**A poignant movie about finding the "why" that drives you to do what you do.**

## 9. Seize the Day (1986)

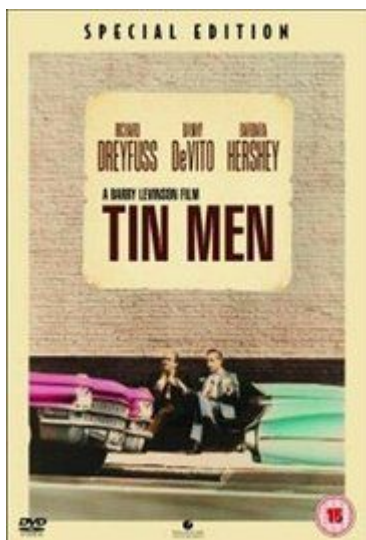


*"Tommy Wilhelm is a good honest man who's fallen on hard times after losing his job, but what really gets to Tommy is seeing both his friends and family turning their backs on him one after the other. He tries to seize the day - in vain."*

Rating: 6.1/10" - IMDB

**One of Robin Williams' first roles, and an underrated one!**

## 10. Tin Men (1987)



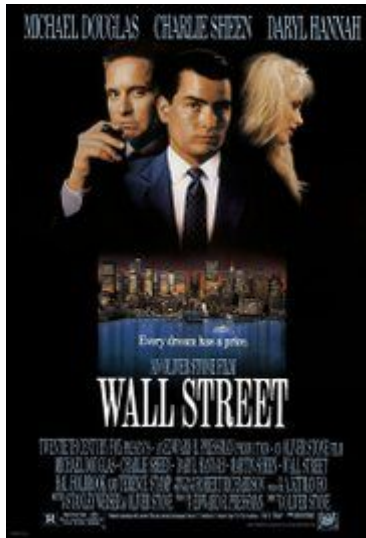
*"A minor car accident drives two rival aluminum-siding salesmen to the ridiculous extremes of man versus man in 1963 Baltimore."*



*Rating: 6.5/10" - IMDB*

**Another underrated touching and funny picture that relates the tension between USA's entrepreneurial spirit and the regulatory forces of the state.**

## 11. Wall Street (1987)

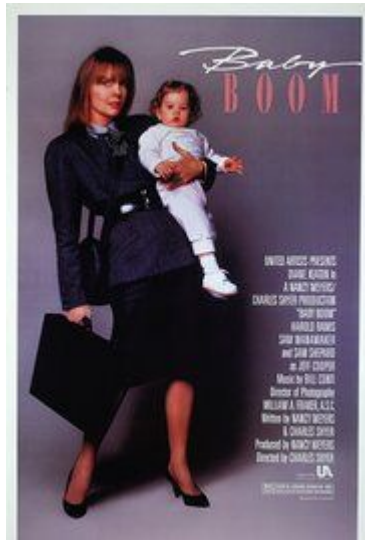


*"A young and impatient stockbroker is willing to do anything to get to the top, including trading on illegal inside information taken through a ruthless and greedy corporate raider who takes the youth under his wing."*

*Rating: 7.4/10" - IMDB*

**Clearly a must-see. A masterpiece about the unethical dealings that occur in the world's first financial place.**

## 12. Baby Boom (1987)

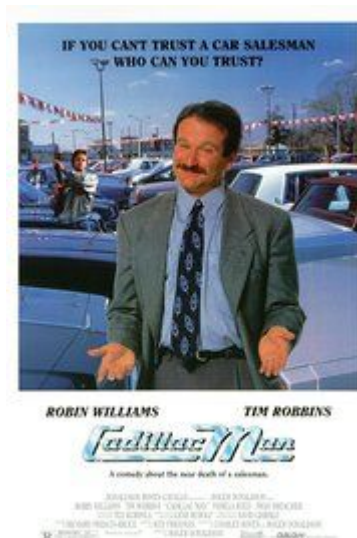


*"The life of super-yuppie J.C. is thrown into turmoil when she inherits a baby from a distant relative."*

*Rating: 6.1/10" - IMDB*

**Taking care of a baby can be tougher than negotiating a multi-million dollar deal, and a setback can always very well be an opportunity in disguise.**

### 13. Cadillac Man (1990)

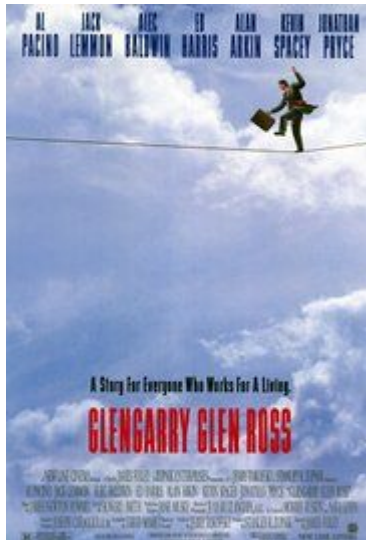


*“When car salesman Joey O'Brien (Robin Williams) gets the chance to redeem himself from all his past sales pitches, financial misdeals and relentless womanising, he is forced to confront all his demons in one very long afternoon.*

*Rating: 5.6/10” - IMDB*

**Another appearance of the late Robin Williams in this list. Funny, insightful and alarming.**

#### 14. Glengarry Glen Ross (1992)

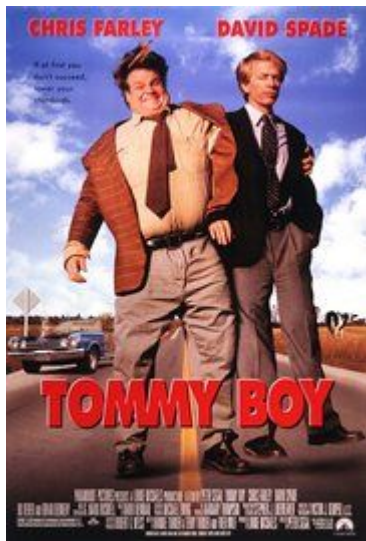


*“An examination of the machinations behind the scenes at a real estate office.*

*Rating: 7.8/10” - IMDB*

**One of the greatest! Probably some the most powerful acting ever recorded.**

## 15. Tommy Boy (1995)



*“An incompetent, immature, and dimwitted heir to an auto parts factory must save the business to keep it out of the hands of his new, con-artist relatives and big business.*

*Rating: 7.1/10” - IMDB*

**Again, one of the best movies when it comes to sales. Funny, touching and full of great lessons!**

## 16. Jerry Maguire (1996)

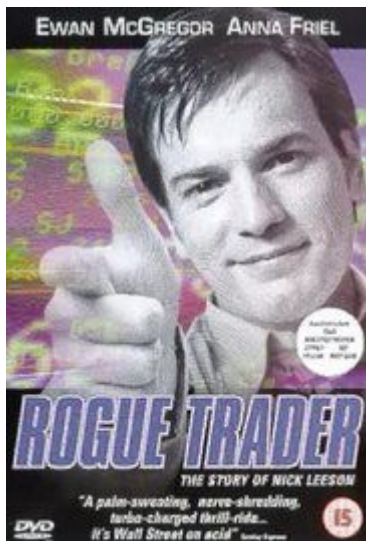


*“When a sports agent has a moral epiphany and is fired for expressing it, he decides to put his new philosophy to the test as an independent agent with the only athlete who stays with him and his former secretary.*

*Rating: 7.3/10” - IMDB*

**Be fearless, go with honesty, work on your talents and you’ll end up on top.**

## 17. Rogue Trader (1998)

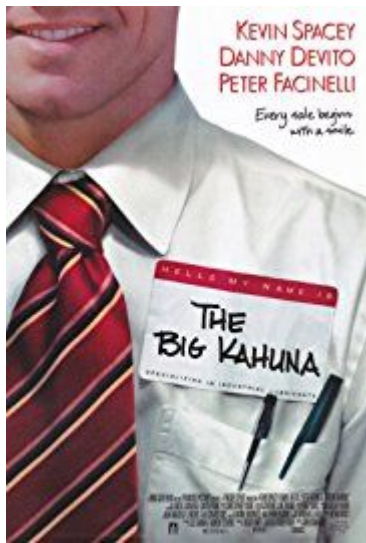


*“The story of Nick Leeson, an ambitious investment broker who singlehandedly bankrupted one of the oldest and most important banks in Britain.*

*Rating: 6.3/10” - IMDB*

**Ewen McGregor resists stress like a boss in this delightful movie!**

18. The Big Kahuna (1999)

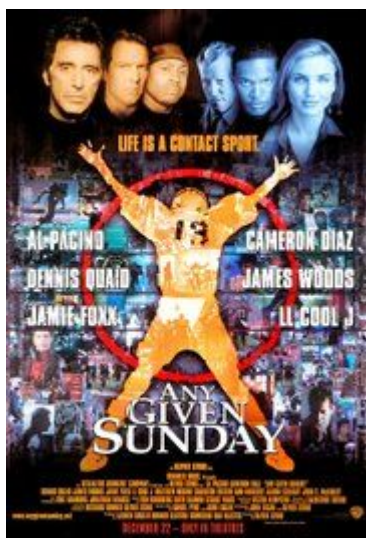


*“Two veteran salesmen dissect a sales pitch to a particular client, through their young protégé.*

*Rating: 6.7/10” - IMDB*

**Kevin Spacey shines in this sneak peak behind the scenes of a sales convention where the future of a company lies squarely on the shoulders of three men in the pursuit of a big client.**

19. Any Given Sunday (1999)

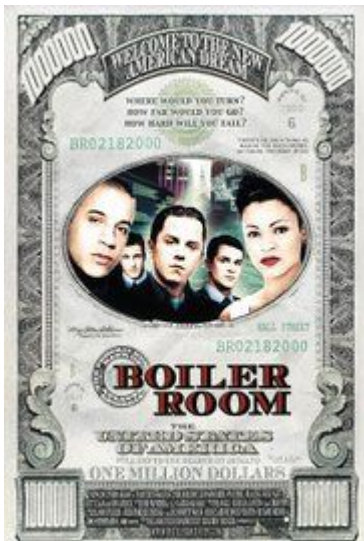


*“A behind-the-scenes look at the life-and-death struggles of modern-day gladiators and those who lead them.*

*Rating: 6.8/10” - IMDB*

**Entertaining and packed with action, the movie depicts athletes with all their imperfections.**

## 20. Boiler Room (2000)



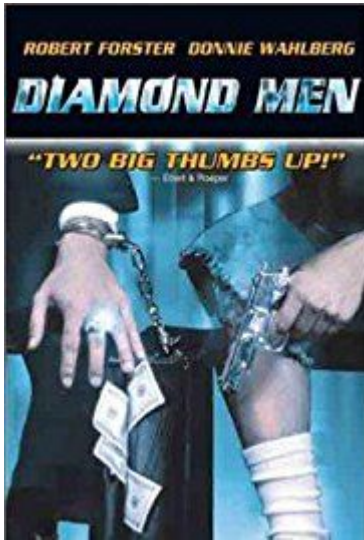
*“A college dropout, attempting to win back his father's high standards he gets a job as a broker for a suburban investment firm, which puts him on the fast track to success, but the job might not be as legitimate as it once appeared to be.*

*Rating: 7.0/10” - IMDB*

**A stunning movie about the world of stock brokers. Also, Vin Diesel CAN act.**



21. Diamond Men (2000)

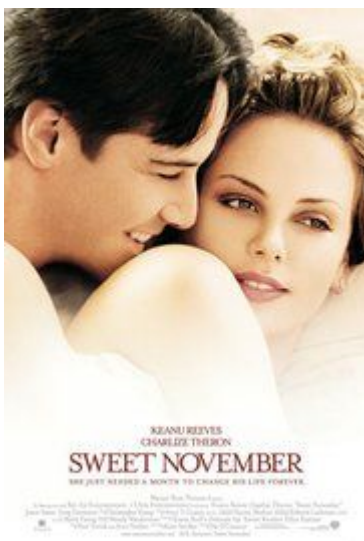


*"A thirty-years traveling diamond salesman must mentor a brash young replacement when his company downsizes him.*

*Rating: 7.1/10" - IMDB*

**A touching movie that cuts into the world the world of diamond selling.**

22. Sweet November (2001)



*"A workaholic executive, and an unconventional woman agree to a personal relationship for a short period. In this short period she changes his life.*

*Rating: 6.7/10" - IMDB*



**Keanu Reeves discovers that he can sell without using obtrusion or aggression in his campaigns.**

23. Lord of War (2005)



*"An arms dealer confronts the morality of his work as he is being chased by an Interpol Agent."*

*Rating: 7.6/10" - IMDB*

**A thriller movie about choosing a promising niche for business development.**

24. Thank You for Smoking (2005)



*“Satirical comedy follows the machinations of Big Tobacco's chief spokesman, Nick Naylor, who spins on behalf of cigarettes while trying to remain a role model for his twelve-year-old son.*

*Rating: 7.6/10” - IMDB*

**Charismatic performance by Aaron Eckhart, very funny dialog, and more than skin deep.**

## 25. Two for the Money (2005)



*“After suffering a career-ending knee injury, a former college football star aligns himself with one of the most renowned touts in the sports-gambling business.*

*Rating: 6.2/10” - IMDB*

**Al Pacino carries this movie about the world of sports gambling.**

26. The Pursuit of Happyness (2006)

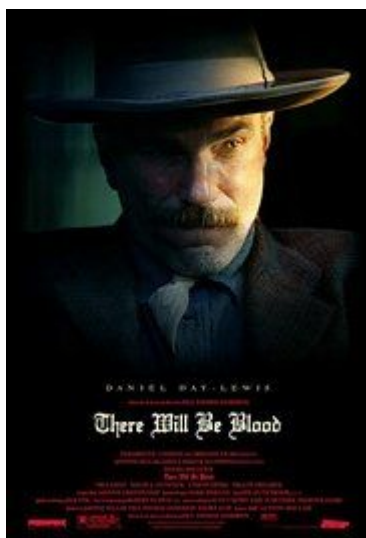


*“A struggling salesman takes custody of his son as he's poised to begin a life-changing professional career.*

*Rating: 8/10” - IMDB*

**Will Smith plays the role of Chris Gardner, a Wall Street legend that learned it all the hard way. Protect your dreams, and do not let anyone tell you what you can or can't do.**

27. There Will Be Blood (2007)



*“A story of family, religion, hatred, oil and madness, focusing on a turn-of-the-century prospector in the early days of the business.*

*Rating: 8.1/10” - IMDB*

**Daniel Day-Lewis in delivers a truly phenomenal performance, capturing the power of greed, fear, insanity, and comedy.**

28. The Goods: Live Hard, Sell Hard (2009)

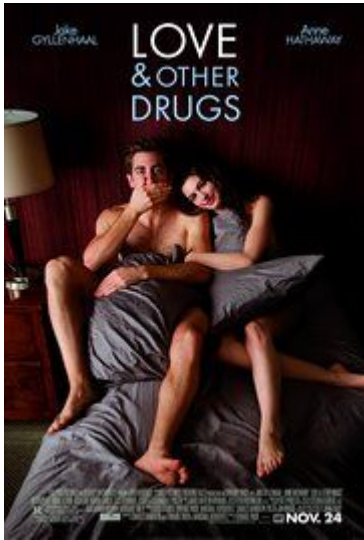


*“Used-car liquidator Don Ready is hired by a flailing auto dealership to turn their Fourth of July sale into a majorly profitable event.*

*Rating: 5.8/10” - IMDB*

**A hilarious and underrated movie that highlights storytelling as a critical way to generate sales.**

29. Love & Other Drugs (2010)



*"A young woman suffering from Parkinson's befriends a drug rep working for Pfizer in 1990s Pittsburgh."*

*Rating: 6.7/10" - IMDB*

**Anne Hathaway and Jake Gyllenhaal have good chemistry on screen and secondary characters help to bring equilibrium to a movie that other way could turn to be a little depressing.**

30. Cedar Rapids (2011)

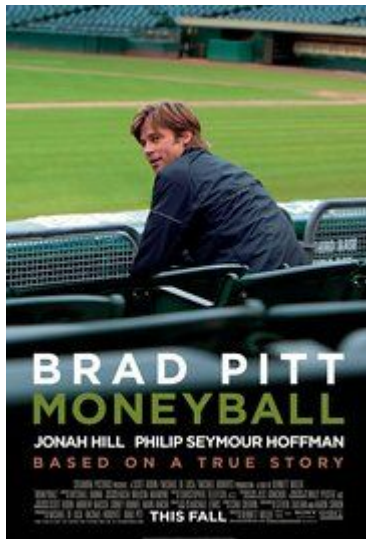


*“Tim Lippe has no idea what he's in for when he's sent to Cedar Rapids, Iowa to represent his company at an annual insurance convention, where he soon finds himself under the "guidance" of three convention veterans.*

*Rating: 6.3/10” - IMDB*

**Hilarious screenplay without succumbing to worn out clichés.**

### 31. Moneyball (2011)

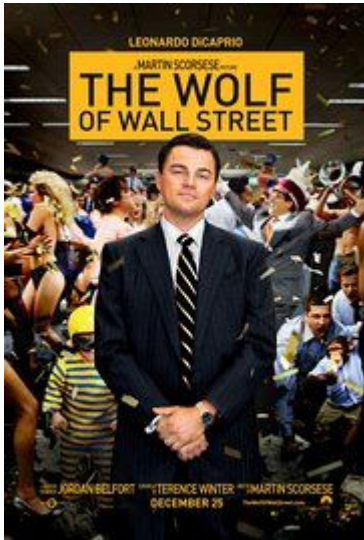


*“Oakland A's general manager Billy Beane's successful attempt to assemble a baseball team on a lean budget by employing computer-generated analysis to acquire new players.*

*Rating: 7.6/10” - IMDB*

**Brad Pitt needs to sell his managing ways to his new associates. *Moneyball* says that the game is about money, but the movie is about people.**

### 32. The Wolf of Wall Street (2013)

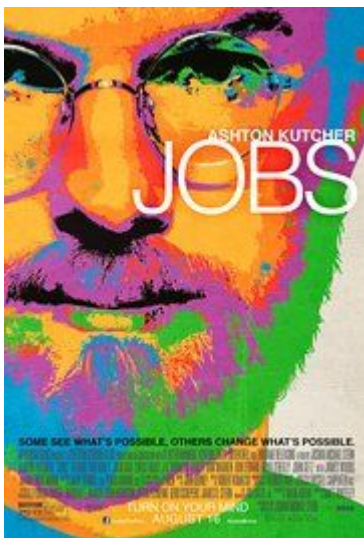


*“Based on the true story of Jordan Belfort, from his rise to a wealthy stock-broker living the high life to his fall involving crime, corruption and the federal government.*

*Rating: 8.2/10” - IMDB*

**Money, sex and crime. It doesn’t get any better than that. Scorsese depicts Jordan Belfort’s true story with all the power of a Hollywood blockbuster!**

### 33. Jobs (2013)



*“The story of Steve Jobs' ascension from college dropout into one of the most revered creative entrepreneurs of the 20th century.*

*Rating: 5.9/10" - IMDB*

**Steve Jobs wasn't just a visionary figure coming up with innovative ideas, he was also excellent at getting people to buy and advocate for them.**

### 34. Joy (2015)



*"Joy is the story of the title character, who rose to become founder and matriarch of a powerful family business dynasty.*

*Rating: 6.6/10" - IMDB*

**Hard work, sacrifice, and an intimate understanding of your target audience are all part of selling your way to the top.**



35. The Big Short (2015)

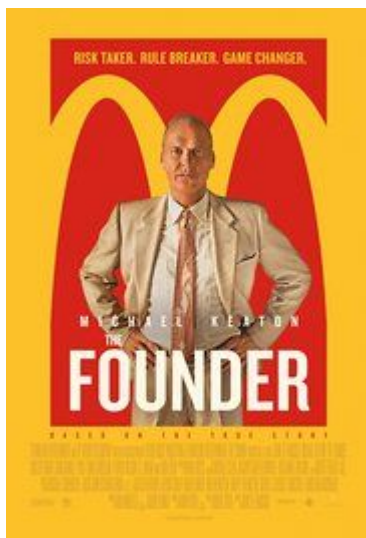


*“Four denizens in the world of high-finance predict the credit and housing bubble collapse of the mid-2000s, and decide to take on the big banks for their greed and lack of foresight.*

*Rating: 7.8/10” - IMDB*

**An entertaining, funny and touching movie about the financial crisis. Quite a feat!**

36. The Founder (2016)



*“The story of Ray Kroc, a salesman who turned two brothers' innovative fast food eatery, McDonald's, into the biggest restaurant business in the world with a combination of ambition, persistence and ruthlessness.*

*Rating: 7.2/10" - IMDB*

**A competently crafted, steadily paced & extensively researched biographical drama that's further uplifted by Michael Keaton's fantastic performance.**

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