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Todd Duncan, author of Time Traps and Killing the Sale, consults on sales and work-life balance. He founded a personal sales training company, conducts seminars, and publishes tapes and books. He founded a personal sales training company, conducts seminars, and publishes tapes and books.

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High trust author I have seen Todd Duncan speak live and have read much of his material. While I am biased due to sharing the same business background as Todd, I have had a frustrating experience in my sales career. http://ebookslibrary.club/download/High-Trust-Selling--Audiobook--by-Todd-Duncan-Audible-com.pdf

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High Trust Selling is the best sales book/info I have ever read. Selling is not rocket science. But selling at the highest level of any organization requires building trust. Todd Duncan lays out this premise perfectly. Follow his plan and watch your commissions sky rocket!! Read more. 3 people found this helpful.

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Todd Duncan author Wikipedia

According to CNN, Todd Duncan is "the Tony Robbins of the mortgage industry." He is the author of 17 books, including the New York Times Bestsellers Time Traps: Proven Strategies for Swamped Sales People and High Trust Selling: Make More Money In Less Time with Less Stress.

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High Trust Selling author Todd M. Duncan lays the foundation for building a sales career based upon purpose, customer needs, and the ever-important courtship and service that lead to long-lasting, trusting business relationships.

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