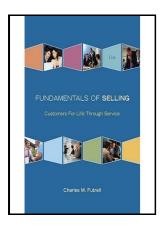
# Fundamentals of selling - customers for life through service

# McGraw-Hill/Irwin - Fundamentals of Selling: Customers for Life Through Service W/ ACT CD



Description: -

<u>-</u>

Philosophy -- Terminology.

Wolff, Christian, -- Freiherr von, -- 1679-1754.

Messerschmid, Johann Christian.

Selling. Fundamentals of selling - customers for life through service

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Notes: Includes index.

This edition was published in 2008



Filesize: 33.49 MB

Tags: #Fundamentals #of #Selling #: #Customers #for #Life #Through #Service #(Edition #13) #(Hardcover)

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Numerous sales personnel in the industry today have commented on how this market-leading textbook reflects what they do on sales calls with prospects and customers.

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On Friday it rained, and this was not helpful. Brown, who made most of the calls while Rick learned by observing. He was the first person elected to this position.

#### Fundamentals of Selling: Customers for Life Through Service by Charles M. Futrell

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As he started his van and drove away toward the division office, he felt relieved that he would soon be free of this impossible responsibility.

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