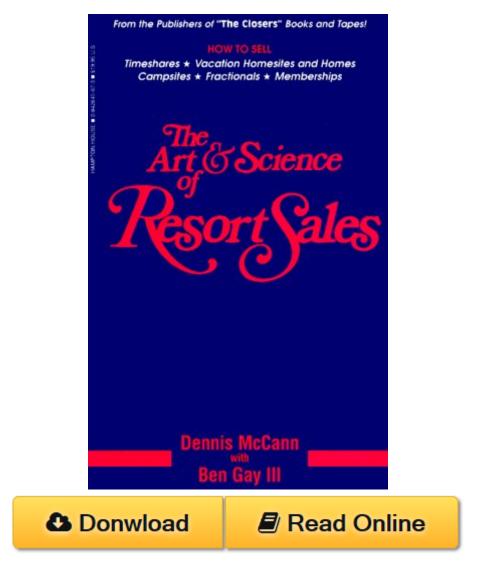
The Art and Science of Resort Sales PDF



The Art and Science of Resort Sales by Dennis McCann, Ben Gay III ISBN 0942645073 "The Art & Science of Resort Sales" was written by Dennis McCann and Ben Gay III as an addition to the world-famous "The Closers" series of books, cassette programs, newsletters and seminars. It takes all of the information in that material, showing you how to tailor it for the timeshare/fractional/membership industries. Loaded with specific presentations and strong selling techniques, it's a must if you're in any aspect of resort sales.

The Art and Science of Resort Sales Review

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