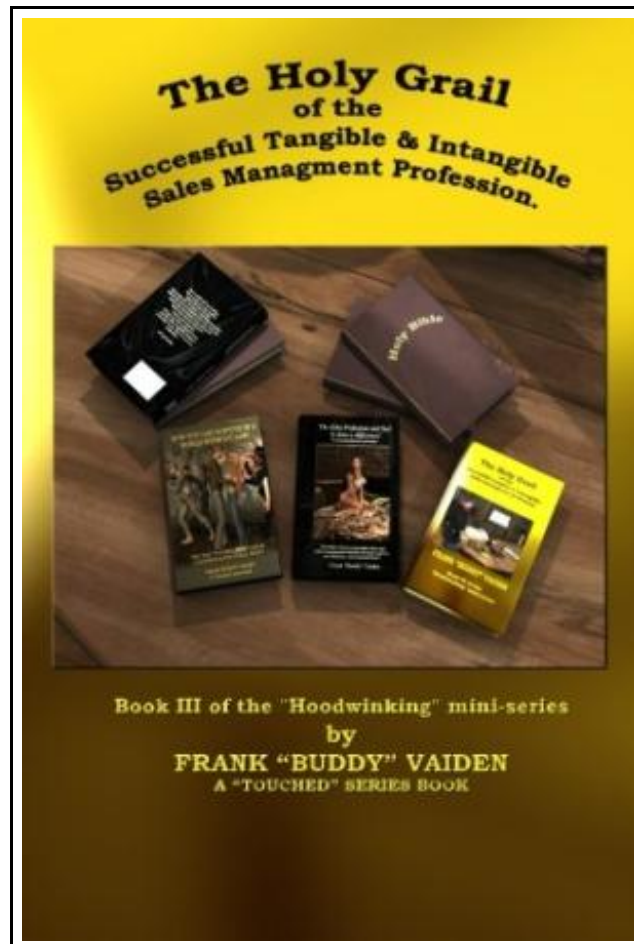


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Createspace Independent Publishing Platform, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Please contact me at should you want to be referred to the right book for any present, and pressing, situation. The Holy Grail of the Tangible, and Intangible Sales Management Profession, is a conglomeration of the most successful sales techniques used in the field, and computer oriented environments. These have been gleaned from my twenty five years of sales, and sales management trial and error experience. I have sold tangible, and intangible products, and while some basic sales principles apply to both, there are several very important differences. addressing how both products must be introduced, presented, and sold. There are multiple word for word sales cold call presentations, word for word sales presentations, and multiple choices as to what you want to use, to successful closes. As commercial business, and personal environments vary, depending on product, and the sales choices that must be used to adapt you, and the prospect, or present customer, to create the magic of the sales experience. Whether in an office, across a dining room table, or other situations where your intuition tells you what will work, and what will not! I have included how to handle multiple bid situations, and very specific modalities for large account penetration, as well as proprietorships. I am introducing a new, and effective way, to create a customer networking club, that is to be used to guarantee customer loyalty, and long term constructive relationships. Attention is given to personal life skills, for a happier, and healthier personal life! Also, how the content, and understanding of having self-fulfillment, understanding, compassion, and leadership, can be used to strengthen your ties to your family. While this is only...



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