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SETTING SALES APPOINTMENTS: HOW TO GAIN ACCESS TO TOP LEVEL DECISION-MAKERS



Newnark Press, United States, 2012. Paperback. Book Condition: New. 226 x 150 mm. Language: English. Brand New Book ***** Print on Demand *****. How much business could you close if you could get access to the top level decision makers at future accounts you desire the most? This book summarizes and relates a complete system of actual step-by-step methods and winning scripts that get the meeting with those who can authorize checks. Scripting and more scripting. Responses to resistance. Gatekeeper...

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- Authored by Scott Channell
- Released at 2012



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This publication is definitely not straightforward to begin on looking at but quite fun to see. It really is loaded with wisdom and knowledge You will not really feel monotony at anytime of your own time (that's what catalogs are for relating to should you check with me).

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