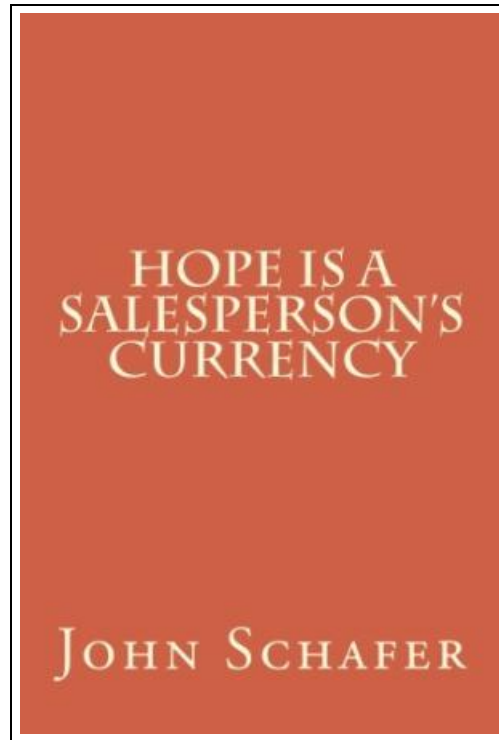


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Createspace Independent Publishing Platform, United States, 2016. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.I have been a groom, a busboy, a telephone operator, a dishwasher, a sales clerk, a land surveyor, an engineering technician, a restaurant manager, an automotive shop manager, a telemarketer, a temp for a firm computerizing Child Support Records, a sales rep and a sales manager. Nearly 25 years ago I started my first outside sales position. I was green, possessed what I thought was raw talent and was eager to succeed. I completed my company s sales training courses. They were of little help. I still made all the mistakes new sales people make. Since those early days, I have spent the rest of my career as a student of sales, determined to improve my skills. I have listened to tapes, read books, attended seminars, attended numerous company sponsored sales trainings, picked the brains of the reps I considered Sales Masters, learned from the reps I managed and slowly learned from my own mistakes. It is my hope that the snippets of insight contained in this book will help those new to the profession as well as the veterans of the craft. Good Selling.

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