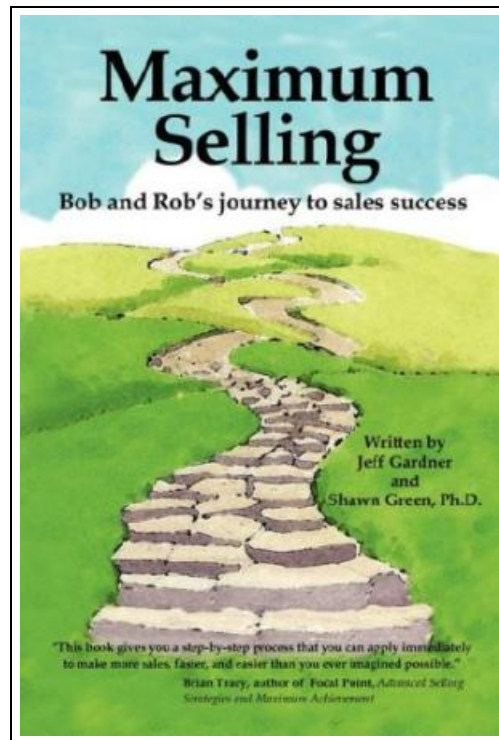


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*(Mrs. Winifred Fritsch)*

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AuthorHouse. Paperback. Condition: New. 132 pages. Dimensions: 8.8in. x 5.9in. x 0.4in. The book titled Maximum Selling: Bob and Robs Journey to Sales Success is an outstanding book for developing and strengthening your selling skills immediately. There are two key advantages why this book is an absolute necessity for anyone that wants more sales and for those who manage people who want more sales. First, the book addresses each aspect of the sales process in the exact progression that will maximize your opportunity to win and keep new business. Secondly, the book is written in a story format about two salespeople who want to sell more, a great deal more, but do not know how. Bob and Rob take the sales journey that will ensure their success for a lifetime. The book is funny, easy to read, and the tools you will learn can be used the moment you put the book down, which of course you will not want to until you finish the last page (with its own unique ending). Maximum Selling will literally put in your hands the tools and specific techniques needed to accelerate you to your own maximum level of sales performance that you truly are capable of achieving. Find out how Bob and Rob take the journey of examining their own confidence levels and learn how to self manage the behaviors that will lead to their own success. Discover a goal setting method that will blow the doors off of anything you have seen before. Realize how to effectively prospect, uncover hidden needs of the buyer, and present superior selling solutions. Negotiate through objections and gain commitment with greater ease than you thought you could obtain. These are just some of the insights you will gain by reading this one of a kind book. Here...



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