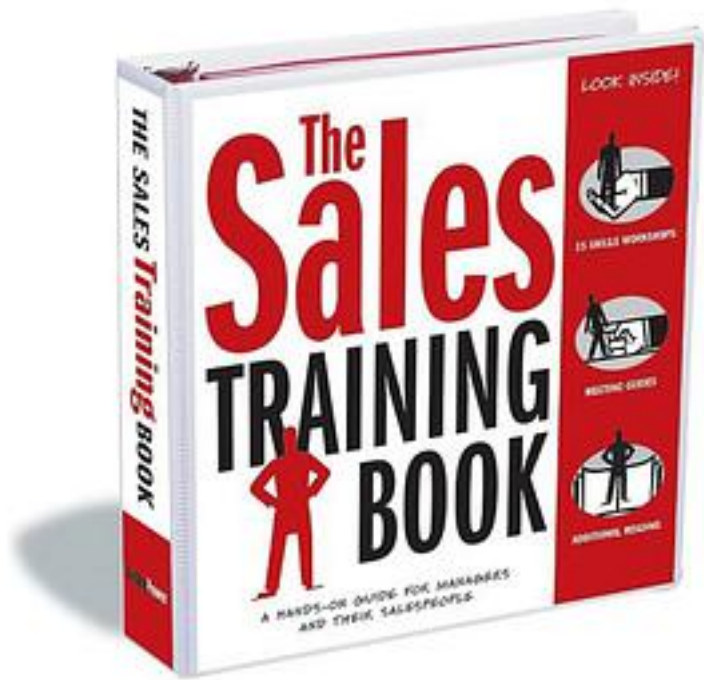


# The Sales Training Book



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The Sales Training Book is a collection of the best sales-training workshops from the best sales trainers in America today. It covers every sales practice from prospecting to getting appointments, building rapport, delivering presentations, applying consultative sales methods, handling objections, mastering negotiations, dealing with rejection, closing the sale, using emotional intelligence and applying psychology every step of the way.

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