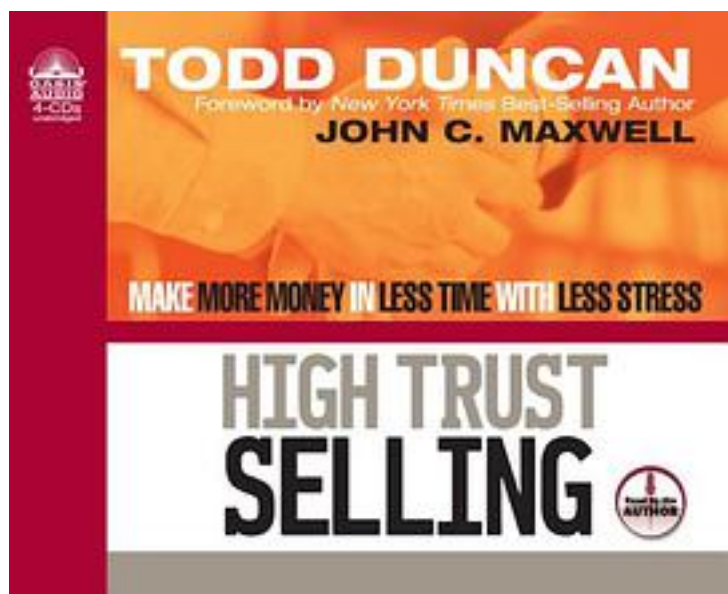


# High Trust Selling



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著者:Duncan, Todd M.

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This audio gives a fresh understanding of the 'laws' that govern the sales profession. The first section includes the laws that deal with the attitudes, aptitudes, and abilities that are required for any salesperson to be successful. The second section deals with the laws concerning the communication, courtship, camaraderie and commitments between a successful salesperson and his or her clients. Each law provides a description of a practical application. If you've ever held a sales position you know that being successful takes more than a smile, a Rolodex and a 'can do' attitude. This audio provides the 'more' you will need to come out on top and stay there.

作者介绍:

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