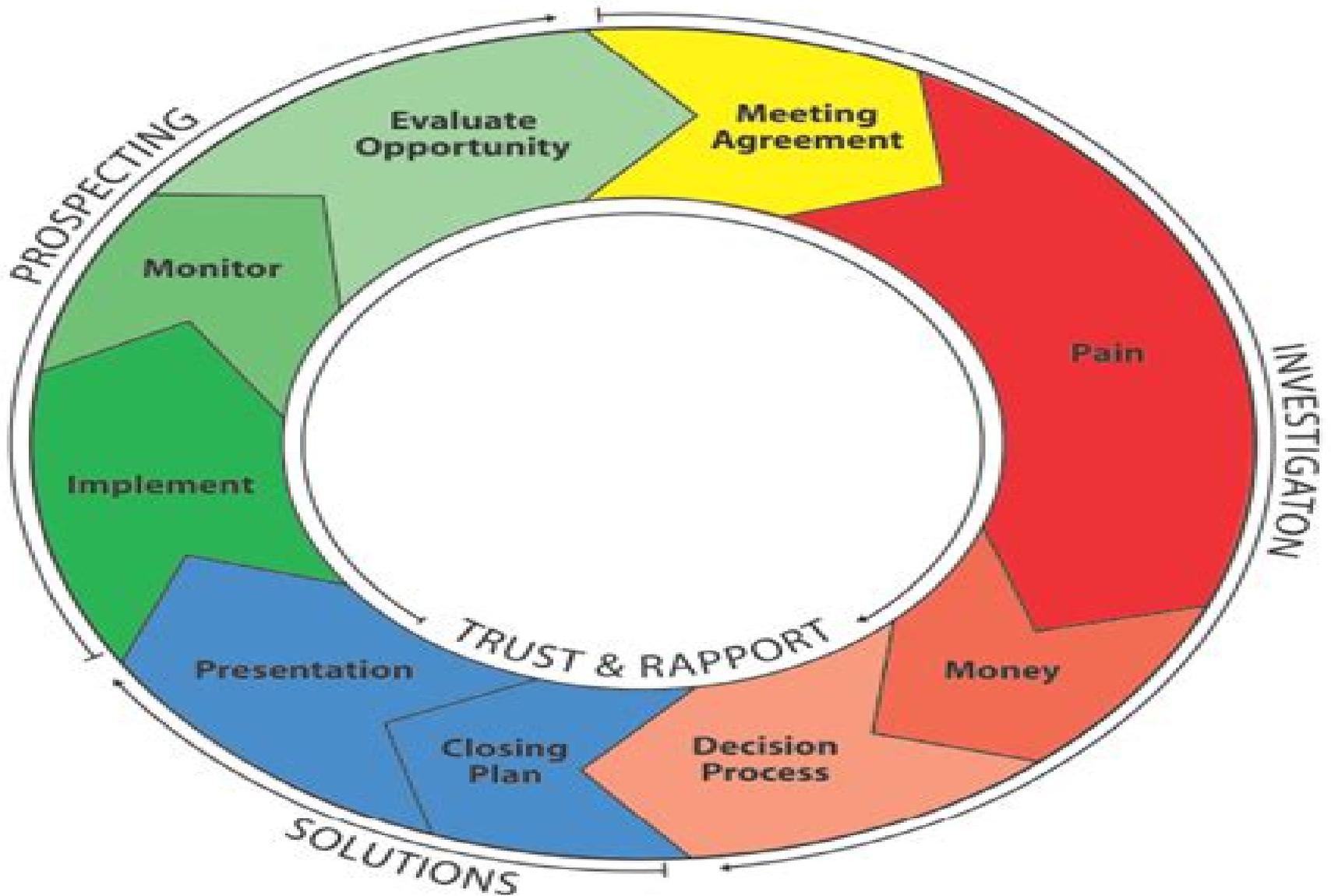


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Sales Process / Sales Cycle



Common Sense Selling

Thomas Ray Crowel



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this book are candid straightforward realistic and in focus They are presented in a condensed form so that they can be easily remembered referred to and applied on a daily basis The chapters are designed to be easily read digested and implemented by the reader The brevity of some chapters is intended to appeal to people seeking real world practical no nonsense answers to making themselves better salespeople and therefore making their sales team more effective **Common Sense Selling** Van C. Deeb,Vandeeb.com,2009-06-12 Common Sense Selling is a guide for all salespeople to bring them back to mastering the fundamentals of salesmanship and building relationships in business Author Van C Deeb shares his experiences in becoming one of the top salesman in North America through his self taught skills visualization motivation and inspiration

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