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January 10th 2013: **Just Do It, Now!**

One of the greatest struggles for most people is time management. Another problem for the average person is procrastination. Procrastination is to the sales professional what kryptonite is to Superman. Remember in the comic books and movies how invincible Superman was until he was exposed to that mineral? Once exposed to kryptonite, he became ineffective and as weak as any other human. As long as he stayed away from that perilous kryptonite, he was unstoppable. So it is with sales and business professionals. The world, unrivaled success, wealth and/or peace of mind would be theirs if they w

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