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BUSINESS



**Forget Patience, Let's Sell Something!**  
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**May 2nd 2013: The One Essential Skill For**  
**Success in Sales and Business, Part 2**

This week's show will be a continuation of the show from last week. We will continue to discuss, strategies, tips and techniques to elevate your skill level in probing to understand the needs of your customers. The other side of the coin to questioning effectively is listening effectively. Tune in today's show as we continue the topic of successful probing skills and also share key steps on how to listen to understand and not just to listen to respond.



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