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BUSINESS



**Forget Patience, Let's Sell Something!
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January 30th 2014: Make Questions Work For
You In Sales and Business**

Effective questioning skills is the backbone and the life blood to developing long-term and meaningful relationships with customers. Sales professionals must dare to be much bolder in the way they use questions for the purpose of being a powerful selling tool. Tune in to today's show with my guest Debra Calvert will share from her research how improved questioning skills will greatly enhance your sales effectiveness.

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Featured Guest



Deb Calvert

Deb Calvert, author of the DISCOVER Questions™ book series, founded People First Productivity Solutions in 2006 to help businesses build organizational strength by putting people first. The PFPS focus is to boost company productivity through people development.

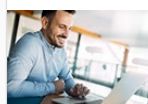
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