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BUSINESS



**Forget Patience, Let's Sell Something!**  
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**March 6th 2014: Successful Account Development Strategies**

The fastest way to get additional business is to get more business from your current clients. The sales cycle is much shorter and margins tend to be higher when doing business with a current client. You may be doing business with three departments and your client has a total of fifteen departments. Your client may be purchasing two products from you and there are an additional 25 products you have that may be of value to them. Tune into today's show to gain key insights and strategies to sell higher, deeper, and wider in the accounts you already have.



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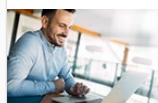
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