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BUSINESS



Forget Patience, Let's Sell Something!
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March 13th 2014: Special Encore Presentation:
The One Essential Skill For Success in Sales and Business

Contrary to popular belief, the best sales and business professionals are not necessarily the ones that have the ability to talk long and talk often. Truly, the most successful sales and business professionals are the individuals that have perfected the skill of asking deep probing questions to really understand the needs of their customer. The average sales professional talks way too much, especially when they first meet the prospect. The client/prospect also doesn't want you to come in with your canned sales pitch and briefcase full of brochures that you want to share with them. Tune in tod

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