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Sales Execution Optimization - the NEW SEO



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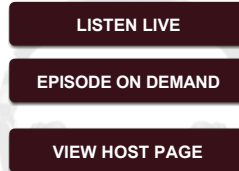
January 16th 2017: Person Sales Values for a Seller

Phil and his Guest Brett Boston are going to focus on the nature of how Sellers need to have Personal Sales Values in today's Market. Sales is So Competitive these days that a Seller not only has to be well versed in what they are Selling, but must Project that Image to their Customer and Potential Customers. It is important that Sellers, as part of their on-going means of operating, that they Project those Values while continuing to focus on supporting Relationship, Revenue, and Customer Success along the way.



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Featured Guest



Brett Boston

Brett Boston is a consultant's consultant. Much of his company's work is for other consulting firms, where is often assists in executive level negotiations and sales. He has deep experience with in the C-suite and a global client base. He sells consulting services and software. He has worked with and sold to corporate, government, non-profits in 37 countries. He has 10 figure sales deals he assisted with. He is also the founder of Group Solutions, a nationally awarded and recognized consulting firm. He has developed and sold several software companies and is currently launching a new start-up venture. He has served on numerous boards and foundations.

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