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Pradeep Anand Notes: Selling 101- What Every Successful Sales Professional Needs to Know by Zig Ziglar; Page 3 of 3 17. Focus on Need Satisfaction. We must relate to the prospect in terms of need, not in terms of the product. 18. Always ask for the order. a. In most cases the prospect really does want to say yes, particularly if you

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Miscellaneous series, Issues 100-115 , United States. Bureau of Foreign and Domestic Commerce, 1920Multiple Perspectives on Mathematics Teaching and Learning , Jo Boaler, Jan 1, 2000, Education, 278 pages. Offers a collection of chapters that take a new look at mathematics <http://www.2shared.com/document/2cQljutt/Selling-101-What-Every-Successful-Sales-Professional-Needs-to-Know.html>.

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101 Ways to Succeed in Selling - Greg Gore

Selling 101: What Every Successful Sales Professional Needs to Know (Kindle Edition) Published April 1st 2003 by Thomas Nelson. Kindle Edition, 120 pages.

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