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## The Holy Grail of the Successful Tangible and Intangible, Sales Management Profession: Book III of the Hoodwinking Mini-Series (Paperback)

By MR Frank Buddy Vaiden

Createspace Independent Publishing Platform, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Please contact me at should you want to be referred to the right book for any present, and pressing, situation. The Holy Grail of the Tangible, and Intangible Sales Management Profession, is a conglomeration of the most successful sales techniques used in the field, and computer oriented environments. These have been gleaned from my twenty five years of sales, and sales management trial and error experience. I have sold tangible, and intangible products, and while some basic sales principles apply to both, there are several very important differences. addressing how both products must be introduced, presented, and sold. There are multiple word for word sales cold call presentations, word for word sales presentations, and multiple choices as to what you want to use, to successful closes. As commercial business, and personal environments vary, depending on product, and the sales choices that must be used to adapt you, and the prospect, or present customer, to create the magic of the sales experience. Whether in an office, across a dining room table, or other situations where your...



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