

SMART SELLING

Ya Gotta
OPEN 'EM
 Before You Can
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What's inside:

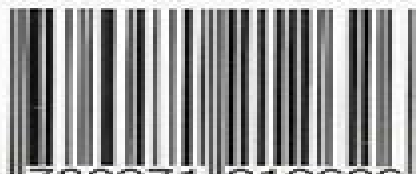
- How to Play the **GAME** of Professional Sales
- Strategies for "Getting Back Out of the Box"
- Three Sales That Need to Be Made **EVERY TIME**
- Keys on How to Maintain That Winning **ATTITUDE**
- The Shortest Course on Selling – Four Words
- Time Management for the Sales Professional
- Prospecting Revisited
- And Much, Much More!!



Gerry Layo takes us through a top sales pro's strategic approach in this easy to read, no-nonsense hand guide to greater sales. This book will be a staple for both beginning salespeople and street tested veterans alike. It's packed with real-world street tested stuff that have been used not only by the author for years, but also by thou-

sands of sales professionals that have attended his many workshops and seminars throughout North America. So, stop going into a sale trying to close the deal and let Gerry Layo show you how to go into every interaction with the goal of opening a customer. The results that you achieve will change your selling career forever!

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**Strategies to Reinvent
 the Sales Process**

Smart Selling Strategies To Reinvent The Sales Process

G Thomas



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