

A scenic background image showing several paragliders with colorful canopies (yellow, orange, blue, red, and purple) flying over a large blue lake. In the distance, there are rolling green hills and mountains under a clear sky. On the right side of the image, a steep, rocky cliff face is visible. The text "SMART SELLING IN COMPETITIVE EDGE" is overlaid in the center in a dark blue, sans-serif font. To the left of the text, there is a decorative graphic consisting of a cluster of green and blue dots of varying sizes, arranged in a roughly circular pattern.

# SMART SELLING IN COMPETITIVE EDGE

# The Competitive Edge In Selling

**JL Elias**



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