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don't sell what you want, sell what they want. It's astonishing how many salespeople only talk about, explain, and try to sell the features of their offering that they like.

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How You Can Benefit Most From This Program The final value to you of The Psychology of Selling will depend on how many of its insights and guidelines

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11 Ways to Master the Art of Selling dummies

By Tom Hopkins . Here, you have eleven choice bits of selling wisdom to return to as your career progresses. Use this list as your road map to mastering the art of selling, as your eleven easy steps to becoming a champion in all your future selling endeavors.

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