



Radical PEO Sales Success: Personal Inventory Assessment Selling (Rapid Sales Success) (Volume 2)

Joe Caulfield, Rodney Diekema

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The hellishness of sales creativity is that it requires out of the box thinking and action. Selling has changed a lot over the last few years. Research finds that prospects remember all their past purchasing experiences. It seems that we've taken mental notes on everything that has happened, and put them on a huge mental electronic post-it board. If and when this particular subject matter, or something similar comes up again, we will be prepared with awesome solutions. The problem is - it is flawed. We have some real answers.



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