

be a better salesperson pdf

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wins because they get better products and services. The company wins because they have a deeper and more profitable relationship with the customer. You win because selling is a part of your job and should be done with pride and enthusiasm. WHAT MAKES A GOOD SALESPERSON? 1. A good salesperson has visions. 2. They don't just think about today or tomorrow but years ahead. 3. They stay in ...

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I have read the great book about how to become better salesperson written by Zig Ziglar, and I have to say that the book is great and it offers so much value for everyone who want to learn more about sales.

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