

The New Conceptual Selling

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a tested step by step reliable system for managing sales after an initial visit this handbook shows how to get a commitment on every call

identify customer needs tailor each sale to a particular client and earn and maintain credibility with this guide

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there now exists a wealth of tools and techniques that can determine if and how a site is providing business value to its owners this book is a survey of those metrics and is as important to it executives as it is to marketing professionals jim Sterne is recognized worldwide as a leading internet business expert and is the author of several wiley books including www

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