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Grant Kennedy

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What can you to to get the best people on-board with your company? Who can help you make the most sales – and develop positive relationships with your clients?

Sales: Master the Art of Selling, Networking, and Time Management also teaches you to pick the right salespeople for your business. You'll learn which traits to look for when creating a best-selling team, such as intelligence, empathy, and optimism!

How do you know if you're focusing on the right products, services, and strategies?

When it comes to marketing, this book has you covered. You'll learn the 9 Steps for Efficient Market **Research** to understand your customers' needs – and increase your sales! You'll even learn how to apply the 80/20 principle to every aspect o your business!

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