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Wolfgang Guggemos

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Chapter 4 Negotiation Closing Deals Learn powerful closing techniques handle objections with confidence and negotiate deals that benefit both sides Chapter 5 Building Long Term Client Relationships Develop follow up strategies build trust and turn one time buyers into lifelong customers Chapter 6 Sales Strategies for Small Businesses Startups Discover budget

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holidays we forget to take the time to enjoy them This book guides readers through this hectic time of the year with helpful techniques on gift giving family visits overcoming the stress of entertaining and more **Readers' Guide to Periodical Literature** Anna Lorraine Guthrie,Bertha Tannehill,Neltje Marie Tannehill Shimer,1957 An author subject index to selected general interest periodicals of reference value in libraries **Mediaweek** ,1992-07 **Exclusively Yours** ,1993

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