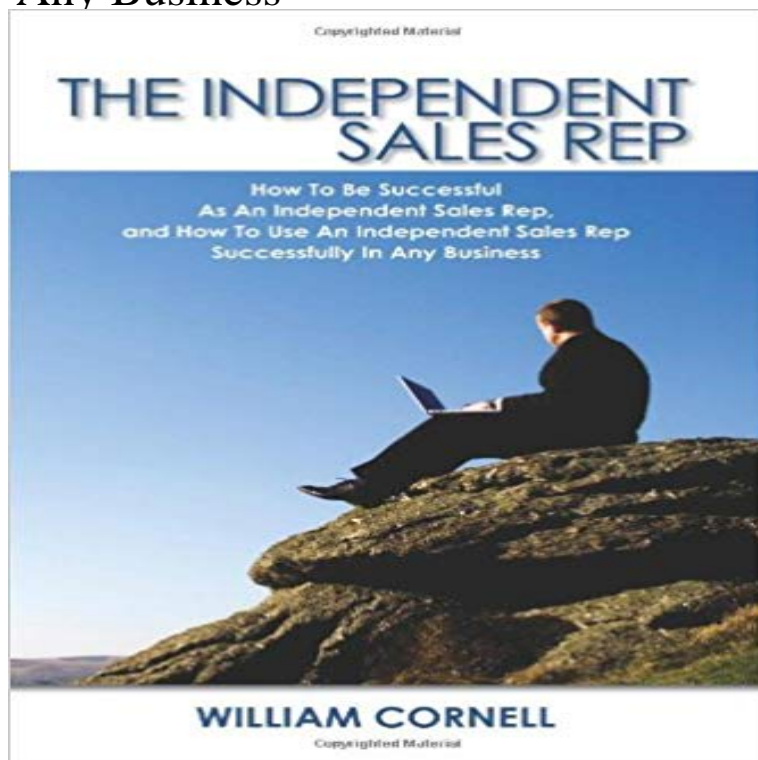


# The Independent Sales Rep: How To Be Successful As An Independent Sales Rep, and How To Use An Independent Sales Rep Successfully In Any Business



With over two consistently successful decades in the field, William B. Cornell provides hopefuls with a template to make big money and stake their claim in The Independent Sales Rep. Insightful and intrepid, Cornell takes the bull by the horns, enabling would-be sales reps to think outside the box when considering a career in independent sales. He also helps business leaders who are considering outsourcing aspects of their companies sales force. With chapter titles like The Independent Rep Process and How It Should Work, Matching Reps to Company, and Changing World: Sales of the Future, the author leaves no stone unturned in this well-paced start-up guide. He tackles a broad spectrum, from what one needs to get started to what to expect from customers, and what vendors working with independent reps can look forward to as well. With an entire chapter dedicated to troubleshooting and problem solving, this guide is truly a bible for the independent sales force.

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