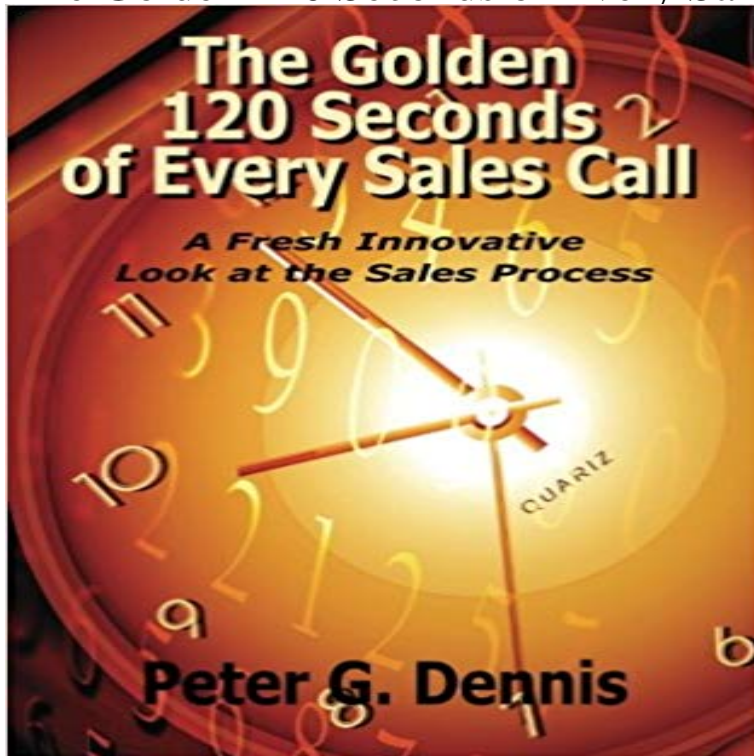


The Golden 120 Seconds of Every Sales Call



The Golden 120-Seconds is written for salespeople who want to find their personal style, gain confidence, and avoid deal-killing mistakes. This book shows both new and experienced sales professionals how to use key fundamentals with every call, every selling interaction, and every opportunity to make something happen. Though millions of people have lost their jobs, the sales profession still offers careers with unlimited room for personal growth. However, the days of waiting around for the next prospect are over. The next prospect may never come. Today's message today is: Go out there and make something happen: generate relationships, find prospects, and increase your selling opportunities. Sales managers and training departments will appreciate this innovative view of the profession. Anyone who sells for a living has experienced magic moments that can make or break a sale. The Golden 120-Seconds will help you recognize and cultivate this vital part of the sales process.

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