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In a business world that is changing rapidly, so too are selling techniques. Old fashioned methods no longer apply and you need to develop new skills to prosper in the future. In Super Selling by Russell Webster you will learn how to: Master the three vital stages of the selling process; Become a 'people-person' to enhance your success; Make a powerful first impression on everyone you meet; Build your self confidence and esteem; Communicate like an expert; Gain important advance information on prospective customers; Discover everyone's 'mind method' and 'motivation method'; Write more orders than you ever dreamt possible. Super Selling will help you to revitalise your selling and to realise your true potential for success. Russell Webster is a successful entrepreneur and a highly acclaimed narrator who already has several top selling audio books to his name. He is a sought-after adviser and trainer in most aspects of corporate psychology.



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