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Brian Tracy. It shares ideas, methods, strategies, and techniques for salespeople to sell faster and easier than ever before.

It's a must-read for salespeople of all verticals, and we've got a complete summary here.

A 10-Minute Summary of "The

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option because they simply want the best,
and your proposal has built up the value in
a compelling way.

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flat if they're not used in the right context. If you put the components of a sales letter in the wrong order, sales will tank. If you're not pushing the right psychological triggers at precisely the right time, the conversion rate could be pretty low.

A Comprehensive Guide on the

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