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Shows that knowing the principles of selling is a prerequisite for success of any kind, and explains how to put those principles to use. This title includes tools and techniques for mastering persuasion and closing the sale.

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Sell or Be Sold remedies that. Cardone outlines sales basics "personal power bases, trust, confidence, conviction, and positive attitude. He bolsters these by promoting massive action and ways to conquer fear, emotions, filling the pipeline, closing, and negativity. These takeaways alone make Sell or Be Sold worth a read.

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With the experience of a seasoned sales vet at the helm, Sell or Be Sold will change the way you perceive the sale and life.

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