

# SECRETS

TOP SALESMEN

DON'T  
WANT  
YOU  
TO  
KNOW



Jeffrey Adams Norris

# Secrets Top Salesmen Dont Want You To Know

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## **Secrets Top Salesmen Dont Want You To Know:**

*Secrets Top Salesmen Don't Want You to Know* , *Conversion Hacks That Explode Your Sales The Little-Known Secrets to Skyrocketing Revenue* Silas Mary,2025-02-22 Want to turn more leads into paying customers without spending more on ads *Conversion Hacks That Explode Your Sales* is your ultimate guide to unlocking the little known secrets that top marketers use to skyrocket revenue and maximize every sale Whether you re an entrepreneur business owner or sales pro this book will teach you the exact strategies to boost conversions increase customer spending and build a high profit business with less effort Inside you ll discover the psychology behind why people buy and how to use it to your advantage You ll learn proven copywriting techniques pricing tricks and persuasive strategies that create irresistible offers From optimizing landing pages to using social proof and urgency this book breaks down the sales hacks that turn visitors into buyers fast But conversions don t stop at the first sale You ll also learn how to upsell cross sell and create repeat customers who spend more and stay loyal to your brand These battle tested strategies work whether you re selling products services or digital offers If you re ready to stop leaving money on the table and start closing more sales with ease *Conversion Hacks That Explode Your Sales* is your go to playbook for turning traffic into profits Let s boost your revenue and scale like never before **Viral**

**Marketing Secrets: How to Capture Attention and Drive Sales** Jon S. Wilson,Ishu Kalra,Redouan El Hamdi,Ashish Chhipa,Abhishek Parakkat,Pankaj Khangwal,DigiTecholic Incorporation,Shane Pace,Suresh Ganesha,Aaron Fowkes,2025-03-10 *Viral Marketing Secrets How to Capture Attention and Drive Sales* is a deep dive into the science and strategy behind making content go viral This book unpacks the psychological triggers storytelling techniques and social media tactics that fuel massive engagement and brand awareness From leveraging emotions and influencers to mastering algorithms and trendjacking it provides actionable insights to sustain momentum beyond a viral hit Whether you re a marketer entrepreneur or content creator this guide will help you craft campaigns that not only capture attention but also drive lasting success **Unlock Conversion Secrets and Maximize Sales: How to Turn Visitors into Paying**

**Customers** Silas Mary,2025-02-07 *Unlock Conversion Secrets and Maximize Sales How to Turn Visitors into Paying Customers* Traffic is worthless if it doesn t convert You don t need more visitors you need more buyers The best businesses don t just attract people they turn them into loyal paying customers This book is your step by step guide to mastering conversion optimization so you can increase sales without spending more on ads or chasing cold leads Whether you re running an e commerce store a service based business or a personal brand you ll learn the exact strategies top marketers use to boost conversions and maximize profits Inside you ll discover *The Psychology of Buying* what makes people say YES to your offer *High Converting Website Strategies* how to turn clicks into customers *Sales Funnel Secrets* guide visitors from interest to purchase effortlessly *Copywriting That Sells* write words that make people take action *Pricing Persuasion Hacks* increase sales without slashing prices More traffic won t fix a broken conversion process If you want higher profits more

customers and a business that scales effortlessly this book is your ultimate guide Let s turn those visitors into paying customers fast     **Secrets of a Salespro** Stephen M. Serrao,2010-01-27 With more than twenty six years of experience as a professional salesman author Stephen M Serrao reveals his closely guarded secrets for creating wealth controlling your own destiny and finding true happiness in life Secrets of a SalesPro provides advice to gain a tremendous advantage in dealing with people in your business and in your personal life Serrao shows you how to apply special skills in every part of your life With easy to understand stories and examples Secrets of a SalesPro teaches you how to increase your chances for success Learn to avoid friction and conflicts through a real understanding of human nature Learn how to be a money and opportunity magnet Learn the true art of persuasion selling negotiating and dealing with people Learn how to make people have total trust in you Learn how to control your own destiny This practical strategy works with human nature to help you deal with any personality in any situation Applying the techniques outlined in Secrets of a SalesPro will make you feel good about yourself give you great confidence and bring you peace of mind and contentment     *Weekly World News* ,2007-03-26 Rooted in the creative success of over 30 years of supermarket tabloid publishing the Weekly World News has been the world s only reliable news source since 1979 The online hub [www.weeklyworldnews.com](http://www.weeklyworldnews.com) is a leading entertainment news site

**Millionaire Sales Secrets No One Talks About: How to Persuade, Influence, and Close More Deals** Silas Mary,2025-02-26 Sales are the lifeblood of any business but many people struggle to close deals and persuade others effectively Millionaire Sales Secrets No One Talks About uncovers the sales strategies that top earners use to persuade influence and close deals consistently In this book you ll learn how to master the psychology of selling build rapport quickly and create irresistible offers that compel customers to act The book also reveals techniques for handling objections overcoming resistance and closing sales with confidence If you re looking to increase your sales and boost your income this book provides the proven methods used by millionaire salespeople to achieve outstanding success     **Top Secret Information the Government, Banks, and Retailers Don't Want You to Know** FC&A Publishing,1997 Information regarding used car best values get that raise better antique shopping how to get a loan for less designer quality without designer price tags     *Write Sales Pages That Convert: Persuasive Copy That Feels Like Service* Onyeka Godfrey,2025-08-05 Great copy doesn t trick it serves This book shows you how to write persuasive high converting sales pages without sounding pushy or manipulative You ll learn how to guide readers through a natural journey from problem to solution using empathy clarity and structured storytelling From headlines and hooks to guarantees and CTA buttons you ll get the practical frameworks and language techniques to craft sales copy that feels helpful and earns trust Because when your words serve first the sale often follows without resistance     **Secrets of Question-Based Selling** Thomas Freese,2013-11-05 After I sent my team to the Question Based Selling program not only was the feedback from the training outstanding but we experienced an immediate positive impact in results Jim Cusick vice president of sales SAP America Inc Following the

program even our most experienced salespeople raved saying QBS was the best sales training they have ever experienced Alan D Rohrer director of sales Hewlett Packard For nearly fifteen years The Secrets of Question Based Selling has been helping great salespeople live you deliver big results It s commonsense approach has become a classic must have tool that demonstrates how asking the right questions at the right time accurately identifies your customer s needs But consumer behavior and sales techniques change as rapidly as technology and there are countless contradictory sales training programs promising results Knowing where you should turn to for success can be confusing Now fully revised and updated The Secrets of Question Based Selling provides a step by step easy to follow program that focuses specifically on sales effectiveness identifying the strategies and techniques that will increase your probability of success How you sell has become more important than the product With this hands on guide you will learn to Penetrate more accounts Overcome customer skepticism Establish more credibility sooner Generate more return calls Motivate different types of buyers Develop more internal champions Close more sales faster And much much more

**21 Secrets of Million-Dollar Sellers** Stephen J. Harvill, 2017-09-19 Fortune 50 consultant Stephen Harvill reveals the secrets of the world s best salespeople who earn at least one million dollars a year in the only sales book most superstar hopefuls will need Publishers Weekly In this sharp invigorating read Fortune 50 consultant Stephen Harvill discovers twenty one common behaviors of top earners across seven major industries These are the secrets of the world s best salespeople who rake in at least one million dollars a year and the strategies that set them apart from the rest For over thirty years Steve Harvill has helped successful sales teams do what they do better smarter more elegantly and with more imagination As a consultant for some of the top companies in the world including Apple Pepsi Samsung and Wells Fargo he aids in simplifying unwieldy processes and making teams more effective His work inspired him to ask the question what exactly sets the top producers apart from their peers After spending a year interviewing 175 sales superstars from seven different industries he found twenty one distinct behaviors of successful salespeople Organized by these best practices and filled with hundreds more tips stories and takeaways 21 Secrets of Million Dollar Sellers reveals how you can improve in every aspect of your job and rise to become one of the best

**ARTIST CONFIDENTIAL Secret Guidelines of Professionals** Jack White, 2013-08-27 Artist Confidential Secret Guidelines of Professionals is the first in a series of new self help motivational books being offered by Senkarik Publishing Very few top flight artists are willing to share their secrets Jack White happily imparts knowledge and valuable techniques learned in the School of Hard Knocks over a long successful art career In this book he peels back the layers of the onion allowing the reader to reach the vital core The book is full of ideas and useful hints that are sure to help you increase both your skills and art sales Jack discusses studio setup palettes hard and soft edges as well as warm and cool colors He explains the four values in the landscape and how it s divided into color zones along with offering beneficial advice for artists working en Plein Aire Vital tips on painting portraits are revealed Artist Confidential Secret Guidelines of Professionals is chock full of hidden gems and

practical ideas you won't find in workshops

*Turn Rejection into Revenue Streams Fast: The Sales Psychology No One Teaches* Simon Schroth, 2025-04-01 Rejection is a natural part of sales but what if you could turn rejection into an opportunity? *Turn Rejection into Revenue Streams Fast* teaches you the psychology behind handling rejection and using it to fuel your sales success. This book shows you how to reframe rejection, learn from it, and use it as a stepping stone toward building new revenue streams. You'll learn how to overcome the fear of rejection, master the art of persuasive communication, and develop a resilient mindset that turns no into yes. The book provides insights into understanding customer behavior, improving your sales pitch, and creating offers that are too good for prospects to resist. With practical advice on closing sales, handling objections, and turning a no into an opportunity for future business, *Turn Rejection into Revenue Streams* is perfect for entrepreneurs, sales professionals, and business owners who want to increase their sales and overcome the emotional challenges of rejection.

*The Art of Gifting: Using Free Offers to Win Customers' Hearts* Sam Choo, The Art of Giving How Free Gifts Can Win Customers' Hearts In a world saturated with marketing noise, how do you make your brand stand out and truly connect with your audience? The answer lies in the power of generosity. In *The Art of Giving*, marketing expert Your Name reveals the game-changing strategy that's transforming businesses across industries: strategic free gifts. This isn't just about random freebies; it's a proven approach to building loyalty, driving sales, and creating passionate brand advocates. Dive into this practical guide and discover why giving away value is the secret to receiving more in return. How to craft irresistible free offers that perfectly align with your brand. Strategies for turning free gift recipients into high-value customers. Real-world examples of businesses that have mastered the art of giving. Step-by-step instructions for implementing your own giving strategy. Whether you're a solopreneur, a small business owner, or a marketing executive, this book will revolutionize your approach to customer acquisition and retention. Learn how to stand out in a crowded marketplace, build deep emotional connections with your audience, and create a sustainable culture of generosity that fuels long-term business growth. It's time to stop shouting to be heard and start giving to be remembered. *The Art of Giving* will show you how to win hearts, minds, and loyal customers, one generous offer at a time. Unlock the power of strategic generosity. Your customers and your bottom line will thank you.

*Sales Engagement* Manny Medina, Max Altschuler, Mark Kosoglow, 2019-03-05 Engage in sales the modern way. Sales Engagement is how you engage and interact with your potential buyer to create connection, grab attention, and generate enough interest to create a buying opportunity. Sales Engagement details the modern way to build the top of the funnel and generate qualified leads for B2B companies. This book explores why a Sales Engagement strategy is so important and walks you through the modern sales process to ensure you're effectively connecting with customers every step of the way. Find common factors holding your sales back and reverse them through channel optimization. Humanize sales with personas and relevant information at every turn. Understand why A/B testing is so incredibly critical to success and how to do it right. Take your sales process to the next level with a rock-solid modern Sales Engagement strategy. This book is essential.

reading for anyone interested in up leveling their game and doing more than they ever thought possible *TOP Seller* Brian Kjenner,2023-10-09 Many salespeople ask themselves that question I have been helping salespeople maximize their sales success for over 30 years I ve shared the TOP Seller approach with sales organizations and countless great sales people who continue to excel today And now I m sharing what I ve proven works no matter what level of sales you ve done prior in my TOP Seller book I will share with you my step by step process that will help you obtain an abundance of high quality referrals from your good customers help your prospects discover their needs for your services and drive more sales and success for you You will learn how to tap into the Theory of Plenty TOP a winning attitude shared by the most successful salespeople that will change how you look at your success in sales going forward Beyond the proven sales strategies you ll gain in TOP Seller I will also provide you with a free subscription to Rocket Fuel my weekly sales idea to help you continue to grow your sales success in the years ahead **Billboard** ,1954-04-17 In its 114th year Billboard remains the world s premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends

*The Secrets of Success in Selling* Nicola Cook,2012-08-21 Do you want to be an ordinary or extraordinary sales professional These are real secrets Pearls of wisdom learnt through years of successful selling The Secrets of Success in Selling holds the key that will unlock your sales success allowing you to Improve your results Communicate more effectively Build stronger customer relationships Create long term rewards for you your business your team and your clients Divided into 3 Parts it provides a simple step by step approach to improving your selling ability by focusing on yourself your sales skills and your sales strategy This book will ensure that you achieve the maximum results and make a real difference to your sales performance **Secrets of Closing Sales** Charles B. Roth,Roy Alexander,1997-10-01 The 1 bestseller on the art of closing sales is now fully updated to meet the challenges of today s competitive new sales environment with 53 case studies drawn from real life The sixth edition features the newest selling tactics and strategies the latest products and the new salesperson customer relations Among the newer methods covered are critical path selling group selling and teleconferencing strategic selling consultative selling conceptual selling empathic selling and key account selling Plus you ll also discover step by step the secrets of how to Analyze the customer s psyche to determine your selling strategy Cash in on the callbacks and follow up visits Make more effective use of the telephone Get great leads from satisfied clients Profit from telemarketing Make sure a closed sale stays closed Highlighted by actual real world examples that demonstrate these successful strategies and techniques in action Secrets of Closing Sales gives you the tested tools you need to double or even triple your current income The appeal of this is in the stories and closing lines collected from master salespeople You ll be struck by how simple and effective many techniques are Executive Book Summaries [Summary of Zig Ziglar's Secrets of Closing the Sale](#) Milkyway Media,2021-07-14 Buy now to get the main key ideas from Zig Ziglar s Secrets of Closing the Sale

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## **Secrets Top Salesmen Dont Want You To Know** Book Review: Unveiling the Power of Words

In a world driven by information and connectivity, the energy of words has become more evident than ever. They have the capability to inspire, provoke, and ignite change. Such could be the essence of the book **Secrets Top Salesmen Dont Want You To Know**, a literary masterpiece that delves deep to the significance of words and their impact on our lives. Published by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we will explore the book's key themes, examine its writing style, and analyze its overall impact on readers.

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### **Table of Contents Secrets Top Salesmen Dont Want You To Know**

1. Understanding the eBook Secrets Top Salesmen Dont Want You To Know
  - The Rise of Digital Reading Secrets Top Salesmen Dont Want You To Know
  - Advantages of eBooks Over Traditional Books
2. Identifying Secrets Top Salesmen Dont Want You To Know
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Secrets Top Salesmen Dont Want You To Know
  - User-Friendly Interface
4. Exploring eBook Recommendations from Secrets Top Salesmen Dont Want You To Know
  - Personalized Recommendations
  - Secrets Top Salesmen Dont Want You To Know User Reviews and Ratings
  - Secrets Top Salesmen Dont Want You To Know and Bestseller Lists

5. Accessing Secrets Top Salesmen Dont Want You To Know Free and Paid eBooks
  - Secrets Top Salesmen Dont Want You To Know Public Domain eBooks
  - Secrets Top Salesmen Dont Want You To Know eBook Subscription Services
  - Secrets Top Salesmen Dont Want You To Know Budget-Friendly Options
6. Navigating Secrets Top Salesmen Dont Want You To Know eBook Formats
  - ePub, PDF, MOBI, and More
  - Secrets Top Salesmen Dont Want You To Know Compatibility with Devices
  - Secrets Top Salesmen Dont Want You To Know Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Secrets Top Salesmen Dont Want You To Know
  - Highlighting and Note-Taking Secrets Top Salesmen Dont Want You To Know
  - Interactive Elements Secrets Top Salesmen Dont Want You To Know
8. Staying Engaged with Secrets Top Salesmen Dont Want You To Know
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Secrets Top Salesmen Dont Want You To Know
9. Balancing eBooks and Physical Books Secrets Top Salesmen Dont Want You To Know
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Secrets Top Salesmen Dont Want You To Know
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Secrets Top Salesmen Dont Want You To Know
  - Setting Reading Goals Secrets Top Salesmen Dont Want You To Know
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Secrets Top Salesmen Dont Want You To Know
  - Fact-Checking eBook Content of Secrets Top Salesmen Dont Want You To Know
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

### 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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nov 28 2017 jadi momen inersia yang terhubung oleh seutas tali berjarak 50 cm dengan berat 100 gram adalah 0 05 kg m<sup>2</sup> baca juga contoh hukum newton 3 dan penjelasannya i Σ m n r n<sup>2</sup> rumus 2 rumus 2 digunakan jika terdapat beberapa benda atau partikel yang berotasi terhadap sumbu rotasi contoh soal rumus 2

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besar momen inersia dihitung dengan rumus untuk benda berupa partikel tunggal titik massa i mr<sup>2</sup> untuk beberapa partikel titik massa i Σ mr<sup>2</sup>

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aug 30 2016 y cy 2 71 cm ada rumus umum mencari titik berat gabungan penampang berlaku juga untuk sumbu y hitung momen inersia ix gabungan dengan persamaan dimana adalah jarak titik berat masing masing penampang tunggal ke titik berat penampang gabungan untuk kasus di atas sehingga untuk sumbu y dimana karena titik berat

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momen inersia terhadap sumbu x y yang melalui titik berat penampang z adalah  $I_{xz}$  atau  $I_{x12} = b^3 h^3$  dan  $I_{yz}$  atau  $I_{y12} = h^3 b^3$  momen inersia terhadap sumbu x adalah  $I_{x12} = \frac{1}{12} b^3 h^3$  dan  $I_{y12} = \frac{1}{12} h^3 b^3$  momen inersia terhadap sumbu y adalah  $I_{y12} = \frac{1}{12} h^3 b^3$  dan  $I_{x12} = \frac{1}{12} b^3 h^3$

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jun 26 2009 adalah momen inersia terhadap sumbu x tertentu adalah momen inersia terhadap sumbu netral garis berat adalah luas bangun penampang adalah jarak dari titik berat ke sumbu momen inersia yang dicari catatan untuk tinjauan sumbu y tinggal ditukar aja kok x jadi y y jadi x

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july 30 2021 6 minutes read artikel fisika kelas 11 ini membahas tentang konsep momen inersia serta contoh penerapannya di kehidupan sehari-hari coba perhatikan mainan di atas meja benda-benda yang akan diluncurkan pada lintasan

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membuat titik berat pita menentukan momen terhadap sumbu x  $I_{mx}$  dan sumbu y  $I_{my}$  selanjutnya menghitung titik berat tersebut dengan integral 4 untuk menghitung momen inersia langkahnya dimulai dengan membuat pita sejajar dengan garis l sumbu x dan titik berat pita kemudian dibentuk hasil kali luas

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sep 7 2023  $x = 100,82104 \text{ mm}$   $10,4 \text{ cm}$  sementara untuk sumbu y karena masing-masing elemen siku  $100 \times 100 \times 10$  posisi titik berat  $y$  nya berjarak sama dari sumbu dasar maka titik berat gabungannya juga akan sama  $y = 2,71 \text{ cm}$  ada rumus umum mencari titik berat gabungan penampang berlaku juga untuk sumbu y

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145 contoh soal dan pembahasan 1 sebuah partikel bermassa  $0,5 \text{ gram}$  melakukan gerak melingkar dengan kecepatan sudut tetap  $2 \text{ rad/s}$  jika jari-jari lintasan partikel  $10 \text{ cm}$  maka momentum sudut partikel itu adalah pembahasan momentum sudut partikel  $l = 0,5 \times 10^{-5} \text{ kg} \cdot \text{m}^2 \cdot \text{rad/s} = 1 \times 10^{-5} \text{ kg} \cdot \text{m}^2 \cdot \text{s}^{-2}$

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aug 26 2017 sedangkan bola pejal berjari-jari  $5 \text{ cm}$  dan massa  $4 \text{ kg}$  jika kedua benda tadi berotasi dengan poros melalui pusatnya maka tentukan perbandingan momen inersia silinder dan bola jawab  $m = 2 \text{ kg}$   $r = 8 \text{ cm}$   $10,2 \text{ m}$   $m = 4 \text{ kg}$   $r = 5 \text{ cm}$   $10,2 \text{ m}$  momen inersia silinder pejal adalah  $I = \frac{1}{2} m r^2 = \frac{1}{2} \cdot 2 \cdot (0,08)^2 = 6,4 \times 10^{-4} \text{ kg} \cdot \text{m}^2$

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besarnya momen inersia suatu benda bergantung terhadap beberapa faktor yaitu massa benda atau partikel geometri benda bentuk letak sumbu putar benda jarak ke sumbu putar benda lengan momen rumus momen inersia besarnya momen inersia  $I$  suatu benda bermassa yang memiliki titik putar pada sumbu yang diketahui dirumuskan sebagai berikut

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menentukan titik berat penampang berhubung momen inersia yang diinginkan akan dipergunakan dalam perhitungan lenturan maka momen inersia ini haruslah diperhitungkan terhadap sumbu yang melalui titik berat penampang keterangan luas  $a \text{ mm}^2$  jarak titik berat thd garis bawah  $y \text{ mm}$   $a \times y \text{ mm}^3$  luas total  $40 \times 60 \text{ 2400}$   $30 \text{ 2400} \times 30 \text{ 72000}$

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dec 1 2009 sekedar pengingat saja untuk persegi momen inersia nya adalah dan lokasi titik beratnya ada pada seperdua lebar dan seperdua tinggi persegi sementara untuk segitiga siku siku momen inersia dan lokasi titik beratnya ada

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menentukan titik berat penampang berhubung momen inersia yang diinginkan akan dipergunakan dalam perhitungan lenturan maka momen inersia ini haruslah diperhitungkan terhadap sumbu yang melalui titik berat penampang keterangan luas  $a \text{ mm}^2$  jarak titik berat thd alas  $y \text{ mm}$   $a \times y \text{ mm}^3$  luas total  $40 \times 60 \text{ 2400}$   $30 \text{ 2400} \times 30 \text{ 72000}$  luas

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