

"The quickest way to unravel the mysteries of successful large account management"

Patrick Thomas, Development Director for Global & Strategic Accounts, Aon Risk Services International

**How to hold on to your most
important customers and turn
them into long-term assets**

THE NEW SUCCESSFUL LARGE ACCOUNT MANAGEMENT

3rd edition

Robert B Miller & Stephen E Heiman with Tad Tuleja

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New Successful Large Account Management

Katrin Zwirgmaier



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