

Key elements of effective relationship selling

Relationship
selling



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graph LR; A[Relationship selling] --- B((01 Building trust)); A --- C((02 Understanding customer needs)); A --- D((03 Effective communication)); A --- E((04 Long-term focus)); A --- F((05 Personalization));
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01

Building trust

02

Understanding customer needs

03

Effective communication

04

Long-term focus

05

Personalization

Relationship Selling

Robert R. Redfield



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