

# Advantages of **Personal Selling**

1

Building customer long-term relationships

2

Dialogue with the customer

3

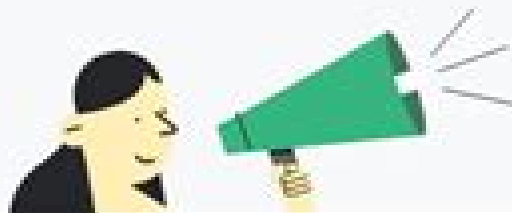
More detailed communication

4

Better qualified leads

4

Flexibility to suit the customer's needs



# Personal Selling Choice Against Chance

**Clifford Lane**



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