

S I M O N & S C H U S T E R

AUDIO

SELLING THE WHEEL



CHOOSING THE BEST WAY
TO SELL FOR YOU, YOUR
COMPANY, YOUR CUSTOMERS

JEFF COX Coauthor of *Zapp!*

HOWARD STEVENS

Founder and CEO, the H.R. Chaffy Group

Narrated by Howard Stevens and

Read by Boyd Gaines and Alison Fraser

PRESENTED ON  TWO CASSETTES

Selling The Wheel The Story Of The World Class Salespeople

AN Whitehead



Selling The Wheel The Story Of The World Class Salespeople:

Selling The Wheel Jeff Cox, Howard Stevens, 2001-01-03 Cox a bestselling author and a respected business expert presents a humorous insightful tale packed with practical tips for strengthening marketing and selling techniques in every industry Written in the style of an ancient parable the tale emphasizes the importance of matching one's personal strengths to the needs of the customers Forthcoming Books Rose Arny, 2000 **Books Out Loud** ,2004 **The Library Journal** ,1999 Includes beginning Sept 15 1954 and on the 15th of each month Sept May a special section School library journal ISSN 0000 0035 called Junior libraries 1954 May 1961 Also issued separately **Words on Cassette, 2002** R R Bowker Publishing, 2002 **Furniture World** ,1929 **American Stone Trade** ,1927 **System** Arch Wilkinson Shaw, 1925 **Farm Implement News** ,1895 American Machinist ,1915 Boot and Shoe Recorder ,1897 **The Magazine of Business** ,1921 *The Sample Case* ,1923 Reports from the Consuls of the United States (varies Slightly) United States. Bureau of Manufactures, 1899 **Customer Centered Selling** Rob Jolles, 2009-09-15 Economics finance business and industry **Everybody's Magazine** ,1906 **Comfort** ,1919 **System** ,1925 *Toys and Novelties* ,1922 **The Hudson Triangle** ,1913

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