



Making Time To Sell

Brian Jud



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Podesta offers specific tips for overcoming the big five Deal Breakers She doesn't want to play the game She doesn't think the salesperson views her as a legitimate decision maker She doesn't like the salesperson She doesn't trust the salesperson She doesn't think the salesperson is the right person for the job Riddled with revealing anecdotes Make a Fortune Selling to Women describes the male and female approach to the buying experience without being condescending to either gender And both salesmen and saleswomen will rely on this book to help them secure more sales with women Discover exactly the right approach when selling to women and use it to close the deal

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