



Simplifying Complex Sales: The Next Steps Approach (Paperback)

By Wade Clark

New Vision Advisors, United States, 2012. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Selling high-value services and products in a B2B environment has always been challenging. Competition is stiff, and in today's market, instant information and buyer's options abound. So, how can you sell more effectively? . You sell as a business advisor, helping your buyer to make more effective strategic buying decisions. This book will teach you how. Whether you are new to sales or experienced, this book will help you develop your business.



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