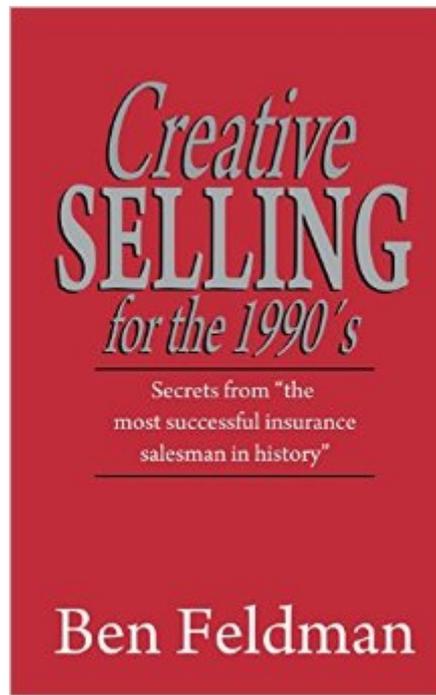


The book was found

Creative Selling For The 1990's



Synopsis

Creative Selling: Secrets from "the most successful insurance salesman in history" Ben Feldman is well known to life insurance agents around the world, as the most successful insurance salesman of all the time. In this book Feldman uses a question and answer format to reveal his methods of making sales and solving problems. He offer power phrases, tips and comments that will energize all salespeople. You will find that this treasury of selling methods will have a dramatic impact in your career.

Book Information

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A gift for my son and he really liked it. He works in a top agency in a seriously competitive business and he added this book to his extensive library of business related and inspirational books.

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