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High Trust Selling (Library Edition): Make More Money In Less Time With Less Stress



Synopsis

Do you feel like your career exists somewhere between your last sale and your next one? Are you always searching for the way to bridge the gap and create long-term success? Does it seem that somehow your life is only about your ability to perform on the job? For too long, you have bought into the idea that the business you do and the life you lead are completely separate. What Todd Duncan has learned in his twenty-two years of sales is the polar opposite: When you discover how to connect who you are and what you are about in your selling career, the results will be phenomenal and long-lasting. No matter what industry you work in or what type of sales position you hold, adopting the practical principles in High Trust Selling will open the door to a new way of thinking and a life beyond your wildest expectations. “Long-term sales success happens when high trust exists—when you are a trustworthy salesperson running a trustworthy sales business, and when it’s clear to your clients that you are a person of integrity who will not only do what you say but who also has the means to deliver.” Todd Duncan

Book Information

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Customer Reviews

Todd Duncan, CEO and founder of The Duncan Group in Atlanta, Georgia, is one of the leading experts in the area of sales and life mastery. His tapes, seminars, and books have helped millions worldwide tap into their potential. He and his wife, Sheryl, and their two boys live in La Jolla, California.

Love Todd Duncan. I have gone to sales mastery a couple of times and attended his sales boot camp. Love the approach ;-). His methods are a major part of my business.

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