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talks about the questions an entrepreneur or a sales executive will have in his/her mind with respect to Sales. These are not the sales questions you ask the customer. These are the questions you ask yourselves to get clarity. Getting answers to these questions will help you do your sales better. I have also answered all the 108 sales questions. My answers are only my perspective. It may or may not be right. You should get answers for your context. More than answers, these questions are very important. I am hoping these questions will help you get more clarity and improve your sales. *To Command Is to Serve*

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relevance of traditional wisdom and culture in modern India and what they mean for India's economic future and soft power

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one follow up attempt That sad reality presents a genuine opportunity In Follow Up and Close the Sale Jeff Shore offers research based insights into the customer s buying journey to teach sales professionals how to Create and maintain Emotional Altitude for the customer Leverage speed as an advantage Personalize follow up to fulfill customer needs and provide value Overcome the mental barriers that make follow up a difficult task Select the right follow up method Stay in touch without annoying the prospect Wake up tired leads Better yet this results oriented book will make the follow up process one often dreaded as a grueling chore to be genuinely enjoyable Effective follow up is relationship based service driven and emotionally positive It s about rituals and routines rhythms and the right attitude It s about not quitting when others give up Follow up is what separates the good from the great *India Today International* ,2004-04 **India Today** ,2004-04 **Education World** ,2004 Agriculture & Industry Survey ,2002 **Himāl** ,2002

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