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SECOND EDITION

**Sandler's 7-Step System
for Successful Selling**

DAVID H. SANDLER

FOUNDER OF SANDLER TRAINING

UPDATED AND WITH A FOREWORD BY
DAVID MATTSON, CEO, SANDLER TRAINING



You Can T Teach A Kid To Ride A Bike At A Seminar 2nd Edition Sandler Training S 7 Step System For Successful Selling

JR Anderson



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You Can't Teach a Kid to Ride a Bike at a Seminar, 2nd Edition: Sandler Training's 7-Step System for Successful Selling David Sandler, David H. Mattson, 2015-03-20 The bestselling sales classic Revised and expanded to help you supercharge personal and team performance in today's ultra competitive sales environment People make buying decisions emotionally and justify them logically That shrewd timeless insight from the first edition of this bestselling book has become a no brainer among sales professionals Now You Can t Teach a Kid to Ride a Bike at a Seminar comes with new insights information and tools every sales leader can use It combines Sandler's classic battle tested advice on driving personal and organizational success by breaking the rules of conventional selling with up to date best practices from experienced trainers of Sandler now run by David Mattson

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