



Super Sales Formula: Talk Less, Listen More

Ray Anthony

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You know you have the potential to make incredible sales, so why does it seem like all your efforts are unrewarded? The answer—and the solution—could be simpler than you think. Knowing how to listen and how to ask the right questions can make all the difference in your sales pitches. Once misunderstandings and communication conflicts are eliminated from your techniques, nothing will stop you from making the most of every opportunity. In this essential guide, close analysis and discussions of topics like improved listening skills, negotiations, and motivation will reveal all you need to know in order to turn your sales slump into a skyrocketing success!

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