

**TOP TELESales TECHNIQUES THAT WORK! VOL. 2:  
HOW TO WIN BUSINESS IN TOUGH TIMES**

**Ellen Marc Vandebos**

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Here's how you can craft an offer that's nearly impossible for your customers to turn. The following sections explain the coverage of the Rule and the exemptions. The other information is what all good sales people will be trying to discover, but only the open plan sales person will look for the final point. Theabovesalesprocessobviouslyentailsabiginvestmentonthepartofthes

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