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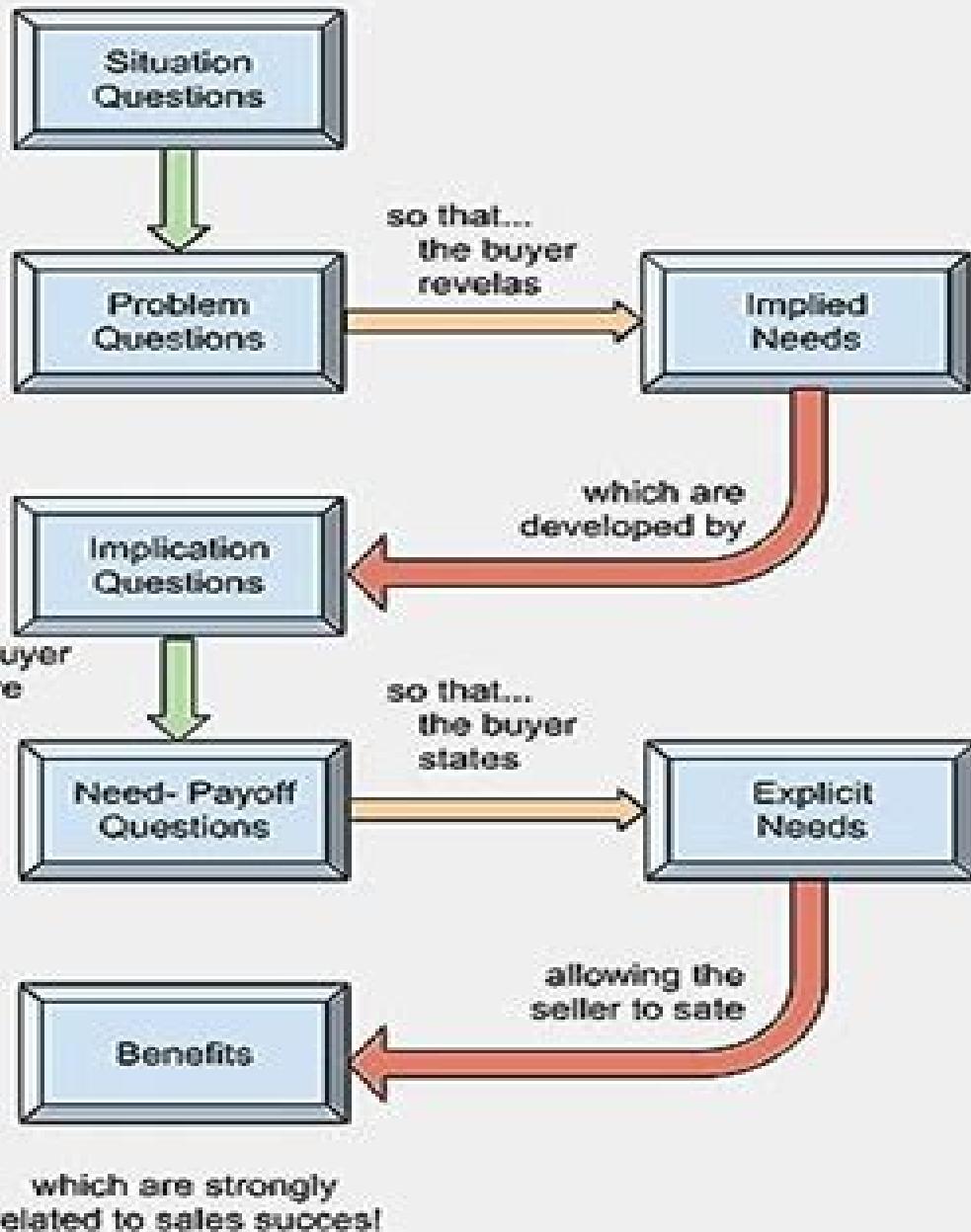


Figure 4.10 The SPIN Model

Spin Selling Situation Problem Implication Need Payoff

Gregory Rich,Rhett Epler

Spin Selling Situation Problem Implication Need Payoff:

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1001 Ways to Market Your Services Rick Crandall,1998 Offers specific sales and marketing ideas for companies of all sizes and includes tips on using personal contacts brochures online marketing trade shows and newsletters to promote sales

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