

The Definitive Guide to Selling with Integrity

SUPREMELY SUCCESSFUL SELLING

DISCOVERING THE MAGIC INGREDIENT

Ensuring the Sale • Taking the Fear Out of Asking
Ten Pitfalls to Avoid • The Three Magic Questions
Getting the Appointment • How to Ask for the Order
Overcoming Objections • Listen—Don't Talk
The Magic 7 Minutes • The Golden Rules of Selling
The Four Es That Make a Great Salesperson

JEROLD PANAS

AUTHOR OF *ASKING*

Supremely Successful Selling Discovering The Magic Ingredient

Jerold Panas



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