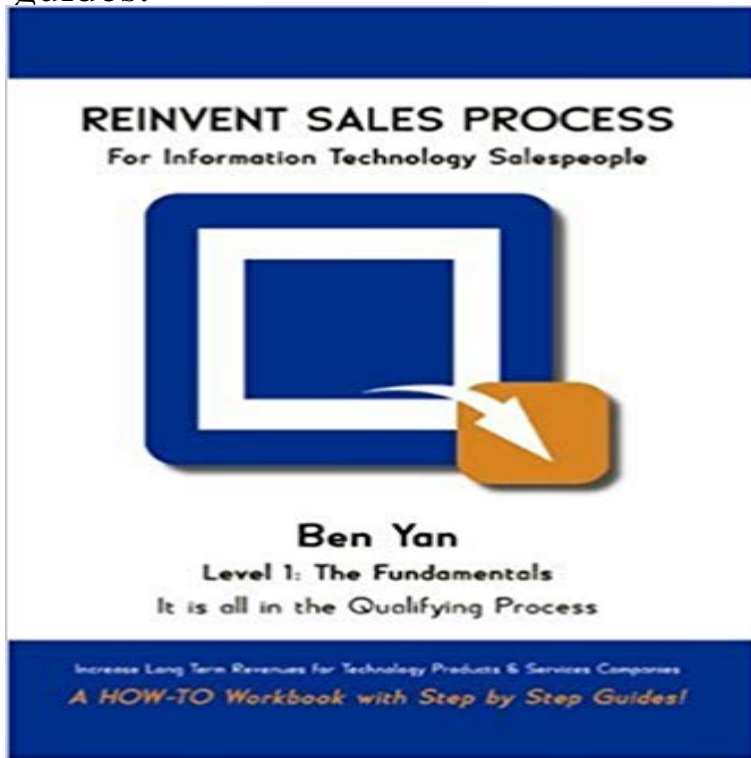


# Reinvent Sales Process: A HOW-TO Workbook with Step by step guides.



This book is an excellent training aid for building high performance sales teams. It summarizes complex sales models logically, it distils large amount of information into digestible modules, and it reinforces the learning with practical tools. This sales primer describes ALL the tools needed to be successful in sales in a manner that is easily understood. The book elevates the sales role in a corporation from being a black art to scientific precision. This book is ideally suited to become the training primer for a new sales representative, and it is a strategic sales planning and reporting toll for their sales managers. This practical approach with worksheets and steps to work through to reinforce the learning. It gives an experienced sales person to take a new, refreshed approach to their practice.

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