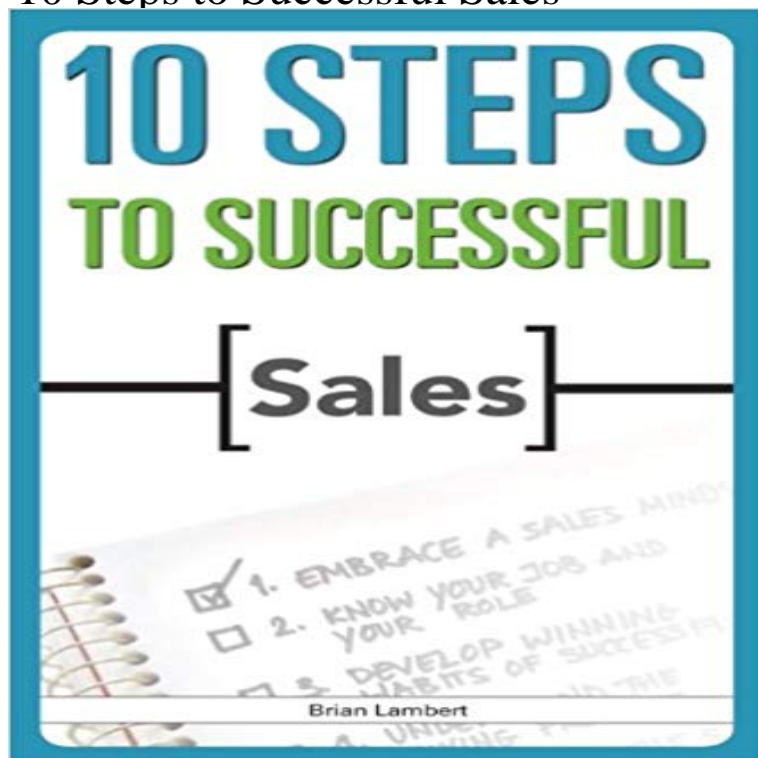


10 Steps to Successful Sales



An essential activity for the survival of any organization, sales drives every business interaction from initial contact to closing the deal. Drawing upon extensive resources, ASTD has put together the fundamental elements of successful selling the kind of success entry-level salespeople and other business professionals apply to create long-lasting client relationships, attain trusted business advisor status, and drive successful top-line revenue results. Learn the 10-steps of all successful salespeople from award-winning, top-performing, sales professionals in this book. You will discover the keys to developing a successful sales mindset, becoming a trusted advisor, managing the sales process, focusing on the right activities, maintaining momentum, and building personal trust and credibility with your clients.

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