



91 Mistakes Smart Salespeople Make: How to Turn Any Mistake into a Successful Sale

Tim Connor

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There are only two ways to boost your sales performance. Do less wrong or do more right.

From bestselling author Tim Connor comes a unique look at 91 mistakes that thousands of salespeople make every day, from losing control of the sales process to letting business go without a fight. 91 Mistakes Smart Salespeople Make offers smart, straightforward, no-holds-barred methods that will help both novice and expert sell more in less time with less rejection and disappointment.

Whether readers are seasoned sales professionals or new to the field, 91 Mistakes Smart Salespeople Make is the only sales manual they need to boost profits!



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