



You Can't Teach a Kid to Ride a Bike at a Seminar : The Sandler Sales Institute's 7-Step System for Successful Selling

By David H. Sandler (Author) David H Sandler (Author)

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A guide to the Sandler system of sales uses examples of successful and unsuccessful sales to illustrate Sandler's ideas on turning ordinary salespeople into crack sales reps who can control any situation. 15,000 first printing.

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