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Jeff Shore's book "Be Bold And Win The Sale" is a great read and tool to use in your daily routine with customers. It was very educational and gave me a new outlook on how to "win the sale" I love the practical approach Jeff uses in the book, he does not follow the script idea so many others do! It is great to learn from someone who has been out in the field and knows what the day to day on ...

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face our discomfort and boldly
take action, it is human nature to
retreat to a place of comfort, only
to regret or ...

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Go ahead and try to wipe the smile
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defensive tackle. Opposing
offensive linemen have been trying
to do it all season without a lot of
luck.

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