



Question Your Way to Sales Success: Gain the Competitive Edge and Make Every Answer Count

Dave Kahle

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A good question is the salesperson's single most powerful tool, one that can be powerfully used in every stage of the sales process, from making appointments to closing the sale to following up afterwards; yet, most salespeople are ill-equipped to use this powerful tool effectively. As a result, they find themselves dealing with price issues, and wondering why the customer purchased from someone else. Question Your Way to Sales Success will transform the way salespeople think and operate by offering specific, practical advice on how to ask better sales questions.

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