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5.0 out of 5 stars Very good source for sales understanding. Reviewed in the United States on February 19, 2015. Verified Purchase. I love the way Brian Tracy explains things, gives his background experience and encourages the listener (or reader).

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sales success by brian tracy "some people are just a little better in certain ways, consistently over time." - that is the key to success the highest paid sales people have an easy ability to enter into friendly relationships with a great number of diverse people and establish high levels of rapport and trust in the process. personality is 80% of sales success.

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Sales trainer extraordinaire Brian Tracy has spent years studying the world's best salespeople and their methods and has discovered that the difference between the top 20 and the bottom 80 boils down to only a handful of critical areas in which the top professionals perform only a smidgen better than their peers.

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