

Effective Selling Steps

1. Research



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graph TD; A[1. Research] --> B[2. Ask]; B --> C[3. Listen (Actively)]; C --> D[4. Teach & Qualify]; D --> E[5. Close & Follow-up];
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2. Ask

3. Listen (Actively)

4. Teach & Qualify

5. Close & Follow-up

Effective Selling

Arturo Cuomo



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