

Relationship Selling

The background of the entire cover is a photograph of a rowing team in a blue boat on a body of water. The rowers are in a synchronized stroke, and their oars are visible. Overlaid on the right side of the image is a large, stylized number '1' that serves as a background for the title and subtitle text.

The Eight Competencies
Of Top Sales Producers

How To Reach The Top 1%
In Just 15 Extra
Minutes A Day

By
**Jim
Cathcart**

Author of Bestsellers *Relationship Selling* and *The Acorn Principle*

Eight Competencies Of Relationship Selling

Jessica J Manson



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