

# 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. In the background, there is a large, stylized number '1' that is part of the overall design.

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

**Jim Cathcart**



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