



A circular gauge with a white face and a black outer rim. The gauge has several tick marks around its circumference. A red needle with a black circular head is positioned at the bottom of the gauge, pointing towards the 'Closing the Sales' label. The labels are arranged in a clockwise direction from top to bottom: 'Approach', 'Presentation', 'Handling Objection', and 'Closing the Sales'.

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Presentation

**Handling
Objection**

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First Call Closing

Michael Brown



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