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Description "Here are 66 powerful sales tips based on actual questions asked by readers of my columns in The Evening Standard, Talk Business, Sales Initiative, The Winning Edge (the magazine for the ISMM) and The Edge (the magazine for the ILM). Whether you are a 'hunter' and searching for new business, or a 'farmer' (account manager); a sales manager or director, if you are in sales ...

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BRIAN AZAR, SALES DOCTOR. A coach, author, speaker, trainer and advocate of lifelong learning, Brian Azar has spent the last 30+ years helping businesses and individuals reach their own specific success goals.

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Dear doctor, thanks for teaching me the difference between Fact and Faith: Fact is when any ordinary doctor diagnoses illness in a report. Faith is when good doctors like you give their patients the strength to recover. Dear doctor, your contribution in my life is nothing short of magical. Thanks for all your support – medical and emotional.

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