

Prospect The Sandler Way A 30 Day Program For Mastering Stress Free Lead Development

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Sandler Rule #14: A Prospect Who is Listening is No Prospect at All <http://www.sandler.com> - Establish a conversation with your **prospect** by using the 70/30 rule. Listen as Robert Sinton explains ...

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Sales Coach Tip: How to find your prospect's real pain How to find your prospect's real pain

First step: stop talking about features and benefits.
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