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"The cover of "New Sales. Simplified." boldly proclaims that the book is "the essential handbook for prospecting and new business development" and it doesn't disappoint. If you need to hunt for new business and aren't sure the best way to plan your attack and attack your plan, then this book is for you.

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Overview. Packed with examples and anecdotes, New Sales. Simplified. offers a proven formula for prospecting, developing, and closing deals. No matter how much repeat business you get from loyal customers, the lifeblood of your business is a constant flow of new accounts. With refreshing honesty and some much-needed humor, sales expert Mike Weinberg examines the critical mistakes made by most salespeople and executives and provides tips to help you achieve the opposite results.

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New Sales. Simplified. Quotes by Mike Weinberg

New Sales. Simplified.: The Essential Handbook for Prospecting and New Business Development by Mike Weinberg. Common sense tells us that the lifeblood of any business is its ability to attract and close new accounts. In New Sales. Simplified., Mike Weinberg offers a structured approach to both attracting and gaining new business.

The 25 Best Sales Books of All Time | Soundview Magazine

The state has released an official confirmation that real estate is considered an “essential business.” But ambiguity remains about what in-person contact is permissible.

New York State’s Official Guidance on “Essential” Real ...

Gov. Andrew Cuomo has issued an executive order that directs

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businesses the state deems “non-essential” to close their in-office personnel functions. The order took effect March 22. It's part ...

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New Sales. Simplified . provides a powerful, practical, and proven framework to help sales-people successfully convert today's crazy-busy prospects into new customers." -- Jill Konrath , author of SNAP Selling and Selling to Big Companies

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