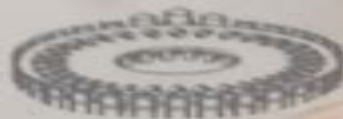




# Million Dollar Prospecting Techniques

- Strategies to get the customer to buy
- Expand your client base and generate quality referrals
- Master the salesperson's best sales tool—the telephone

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**Ronald L. Krannich**



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