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Drawing on his more than forty years of sales experience, master motivator Zig Ziglar provides a wealth of inspirational and practical information for making it in today's fast-paced selling world. Ziglar's primary aim is to help sales

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FaceBook post by Zig Ziglar from Sep 25, 2014 124 Copy quote The next time you encounter a difficult obstacle or problem, you should smile and say, 'Here's my chance to grow.'

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Notes: Selling 101- What Every Successful Sales Professional Needs to Know by Zig Ziglar. Notes by Pradeep Anand, www.seeta.com. 1. You persuade people by asking, not telling. Focus on asking questions, with an emphasis on listening for the answers 2. Integrity is central to a sales career. It is the only way.

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