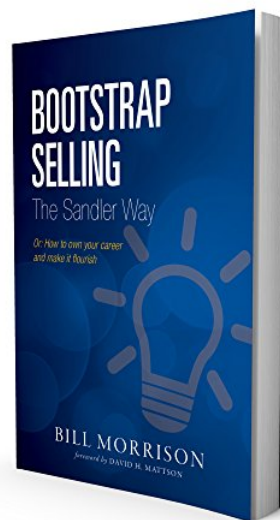
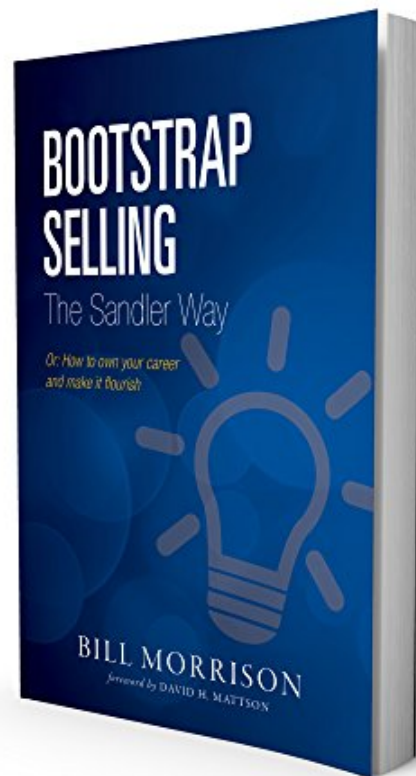


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At some point, good salespeople learn the difference between simply “doing the job” ... and accepting the personal responsibility to produce certain results. This book focuses on “Bootstrap Selling,” which is all about becoming fully accountable for sales behaviors. You might have a large team around you, and you could have a great and supportive boss. Yet the difference between a self-starting, high-performance bootstrapping sales professional and an order-taker is that the bootstrapper knows personal commitment and acceptance of responsibility makes good things happen – and acts accordingly. Herein you will find nineteen career-changing lessons in Bootstrap Selling the Sandler Way.

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