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One of the skills every novice sales person should know is how to follow-up on a prospect the right way. Not following up on a prospect properly will most likely make you lose the sale, or worse give you and your organization a bad reputation to the prospect. In this book, we'll teach you the right and most efficient way of following up on a prospect.

As you read along, you'll learn different techniques in making follow-ups to prospects, either via telephone, voice mail, email, or a person-to-person conversation. The skills that this book will impart are keys to becoming a truly trustworthy and successful sales professional. Thank you and we hope that you enjoy this book.

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