

Dennis Parker - Class

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An Excellent class on how to become
a successful salesperson.

- ① Being prepared
- ② How to deal w/ different types of prospects
- ③ How to deal w/ people
- ④ Learning the steps it takes to get the desired result.
- ⑤ Overcoming objections
- ⑥ Putting in the hard work up front to become successful.

M.B.

- ⑦ Having the right attitude - mind-set