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BEYOND SELLING VALUE

**A PROVEN
PROCESS TO
AVOID THE
VENDOR
TRAP**

**MARK SHONKA
DAN KOSCH**

with Foreword by **GERHARD GSHWANDTNER**,
Founder and Publisher, *Selling Power* magazine

Beyond Selling Value A Proven Process To Avoid The Vendor Trap

Mark Shonka, Dan Kosch



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