

Your Business,
Your Life,
Your Way—
It's All Inside.



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The Contrarian Effect Michael Port,Elizabeth Marshall,2008-09-25 Take the traditional sales model which is outdated and needs a serious makeover and turn it on its head by applying the advice in The Contrarian Effect Why It Pays Big to Take Typical Sales Advice and Do the Opposite Find an entirely sound approach to building better client relationships and closing more sales by doing the exact opposite that conventional sales advice dictates Re examine the most well worn sales tactics in the business and discover specific and actionable strategies and principles that will help you close more sales today

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