



# Getting the Sale Handbook: The Ultimate Toolkit- -Student Edition

*Jon Spoelstra, Steve DeLay*

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# Getting the Sale Handbook: The Ultimate Toolkit--Student Edition

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**Getting the Sale Handbook: The Ultimate Toolkit--Student Edition** Jon Spoelstra, Steve DeLay

Getting the Sale Handbook. Once the salesperson makes the appointment, what do they say? How do they handle objections? In this handbook salespeople will learn precisely what to say regardless of the type of company that is being pitched.

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