



# The Art of Salesmanship

*James Edward Perez*

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## **The Art of Salesmanship** James Edward Perez

Here's the deal. Selling is a skill, a form of art. Every sales person is an artist and every transaction closed a finished painting. The more skilled the artist, the better the painting. As with any other skill, effective and proficient selling is something that's developed through much practice, many rejections, and many closed deals along the way. I'm by no means the Picasso of salesmanship, but I feel I'm his worthy apprentice, and have learned a lot of helpful tools, tips, and tricks throughout my apprenticeship. I've come across some really good stuff that will help you convert more prospects into closed deals and put more money into your pocket as a salesperson. So, if you want to start closing more deals... stop wasting time, grab the book, and start reading!

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