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## Hitting the Mark: The A-B-C s of Rating Your Customers Sales Leads (Paperback)

By Steve Hoffacker

Hoffacker Associates LLC, United States, 2014. Paperback. Condition: New. Steve Hoffacker (illustrator). Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Hitting The Mark is a special type of sales book that comes along even now and then to make a real impact on professional selling. Years in the making and fully field tested, the concepts in this book are solid and require no extra refinement or tweaking. As a general contractor, trade contractor, remodeler, renovator, home builder, carpenter, handyman, occupational therapist, physical therapist, interior designer, architect, durable medical equipment contractor, or anyone else who designs and sells solutions for general remodeling for homes or businesses, decorating updates, or aging-in-place treatments, you will get results as soon as you open the book and begin putting these concepts into practice. Whether you maintain an office or showroom where people come to you to see examples of products and discuss what you can do with them, or you go to them in their home or office to discuss their needs and propose solutions, you need a system of sorting through all of the people you meet and talk with (regardless of how that contact is originated) to identify the most...



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