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to master systems. as
time goes on and
experienced is gained,
each system gets
refined. Systems are like
golf swings or bowling.
You repeat them over
and over again and
refine them. they then
becomes your success
formula.

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sales for a few years

now and am really

enjoying it. I had long

used these and many

other tips in my earlier

years in the field and

they helped me to

become an outstanding

producer. It is good to

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most of all, apply what
your mentors tell you to
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this book will help you
determine whether it is
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out of 5 stars; Not
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