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“closing song” that gets  
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a deal, while the rest of  
the sales team gets up  
and dances in  
celebration. ...

**5 Sales Training  
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## **Every Manager Should Know**

The most effective answer relies heavily on the type of product, and the market it's in. to try and summarise this in a post, let's go back to the 4 P's: Product A lot of the larger FMCG companies invest a lot of time and effort into understanding...

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## What are the best sales strategies for a FMCG product? - Quora

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**4 Killer Sales  
Management Training  
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### **Blog**

This sales rep training manual is a revised, edited and modernized version of the sales rep training manual I wrote for the nation's largest field channel sales and training company, TempReps, Inc\* (a company with hundreds of field reps that has launched over 400 products for over 150

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vendors including Lotus, Canon, Microsoft, HP, Corel ...

## **How to Write a Sales Guide (Manual) - Barbara Tallent**

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hardly have time to train reps for more than a few days. Many sales leaders think a training program is as simple as handing out a sales playbook, having a few training ...

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sales of your product is to educate the sales force on the key features and benefits of the product, unique advantages of the product, how to sell the product, and the competition.

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