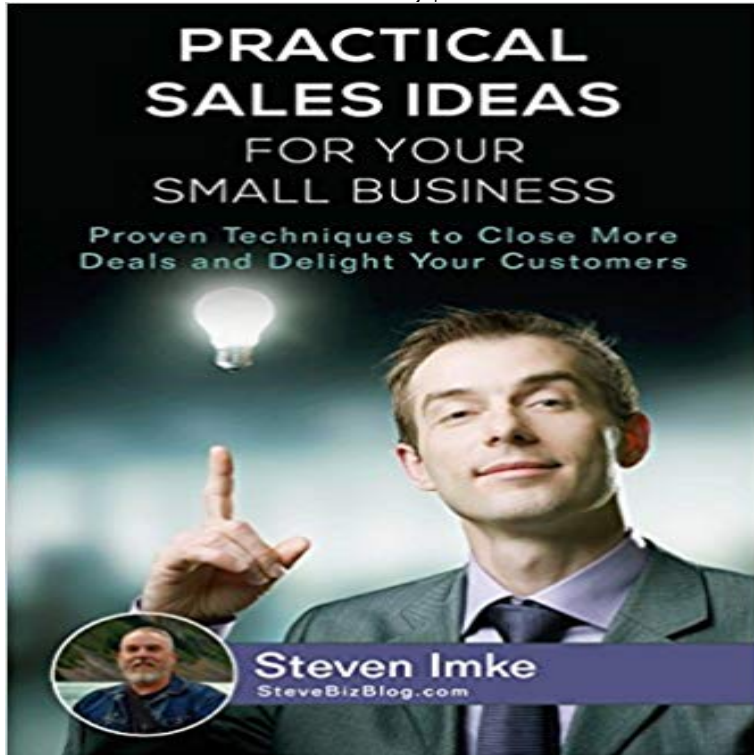


# Practical Sales Ideas for Small Business: Proven Techniques to Close More Deals and Delight Your Customers



Practical Sales Ideas for Your Small Business is a wisdom packed book that was written for the entrepreneur looking for ideas and tactics to improve sales. Whether they are selling face-to-face or selling online, the reader discovers tips and tricks to close more deals. Sales are built on relationships and the author has created bite size nuggets of knowledge that the reader can easily apply to their sales process. As a serial entrepreneur and mentor to thousands of small businesses, the author has distilled critical lessons about sales. These lessons are designed to make the customer fall in love with you and your products or services. Practical Sales Ideas for Your Small Business is a concise and easy to read guide packed with solid advice that will help the reader convert leads into customers.

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