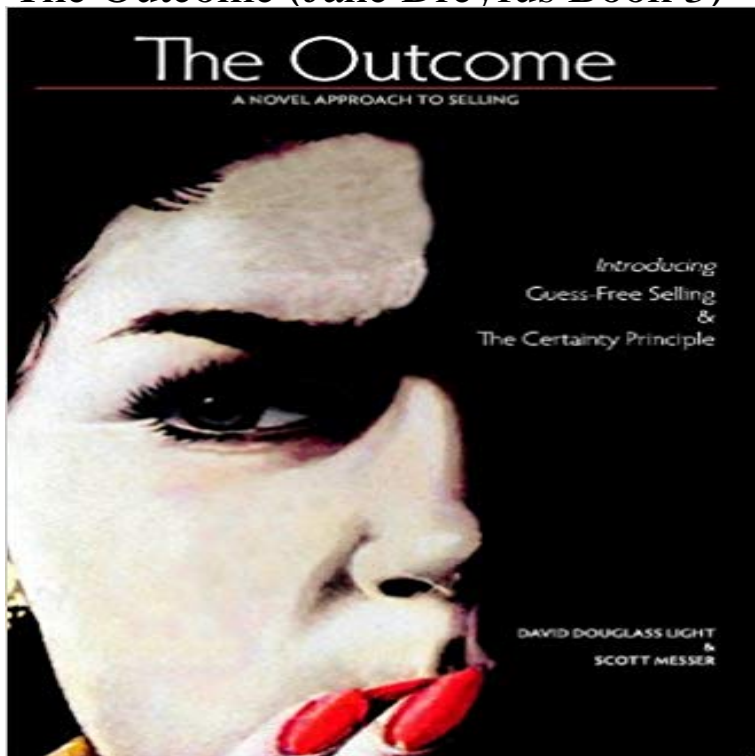


The Outcome (Jane Dreyfus Book 3)



Twin King Crab boats owned by Seven Seas Corporation are discovered mysteriously capsized off the coast of the Pribilof Islands - all hands lost. Jane Dreyfus, Sr. VP of Sales is on the first leg of a London-Paris-Brussels trip when she learns that one of the dead is the troubled son of her most important customer. The Outcome: A Novel Approach to Selling follows Janes seven day saga negotiating millions in business agreements all the while struggling with her role in the tragedy and the questions it invokes about her work, her career and the nature of human uncertainty. While a thriller that stands on its own merits, sales professionals and business owners will find the book useful for the powerful lessons about selling and business development embedded in this ingenious story. Author David Douglass Light and co-author Scott Messer are Principals at sales training firm Sales Evolution.

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