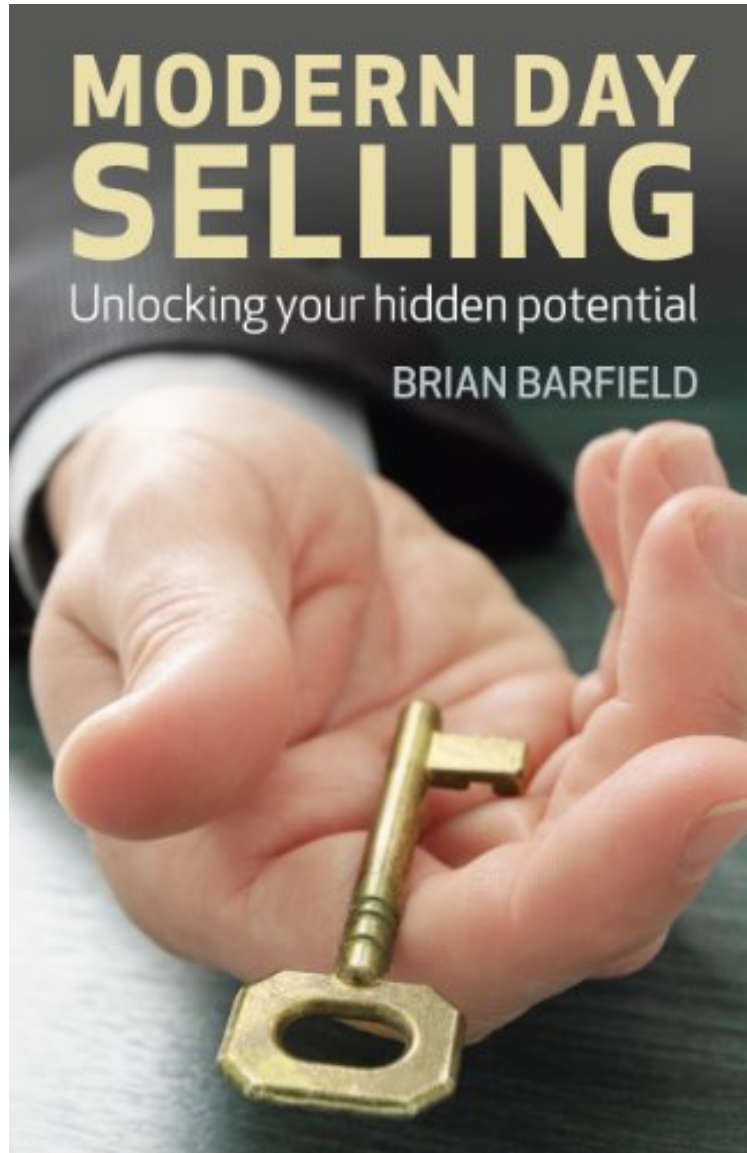


(Free) Modern Day Selling: Unlocking your hidden potential

Modern Day Selling: Unlocking your hidden potential

Brian Barfield

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Modern Day Selling is designed to help sales associates find a greater success. Over the years the world has evolved. Unfortunately, the styles and concepts of sales training have not. As greed set in we began to train our sales associate improperly on ways to trick and manipulate our customers. This has created a separation between sales associates and customers. This book is designed to help reconnect them.

About the Author Having 17 years experience in the jewelry sales industry, Brian Barfield combined his sales and management skills to create Modern Day Selling. He presents his concepts on the national stage and writes several monthly columns in trade publications.