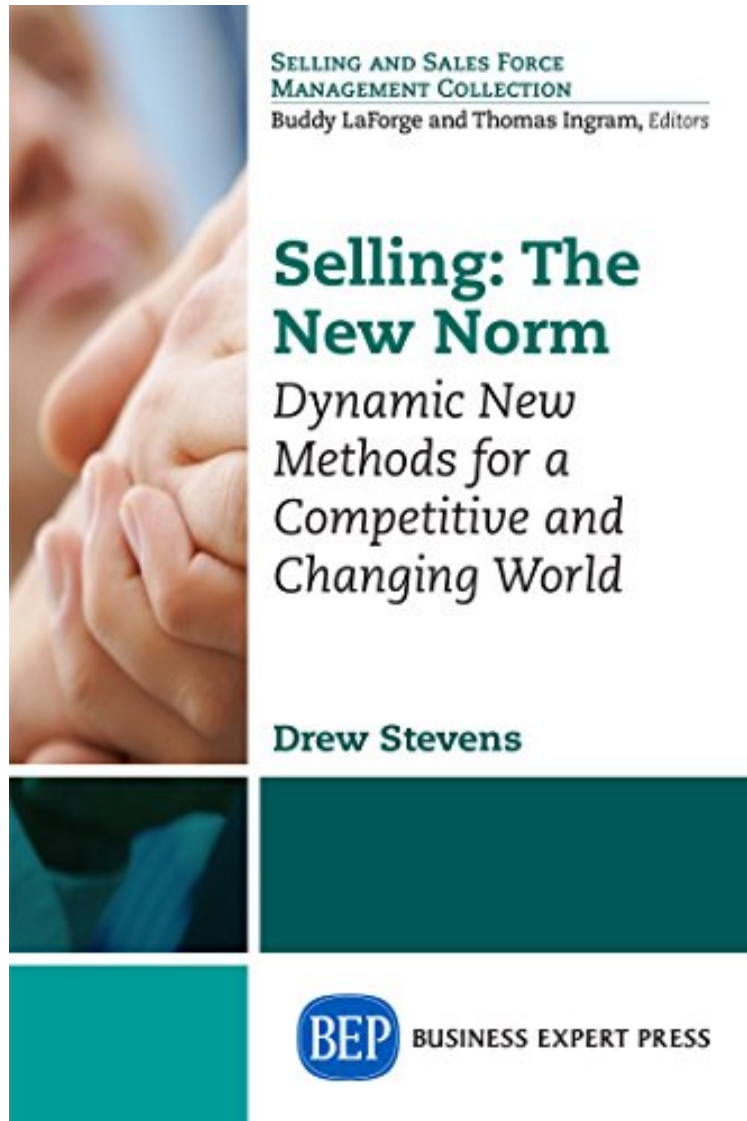


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Selling: The New Norm: Dynamic New Methods for a Competitive and Changing World

Drew Stevens

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About the Author Drew Stevens, PhD, president of Stevens Consulting Group, is one of those very rare sales and business development experts with not only 33 years of true sales experience, but advanced degrees in sales productivity. Not many can make such a claim. Dr. Drew is the author of the successful sales process books-*Split Second Selling* and *Selling the Norm* as well as nine other books. He is also the creator of the Sales Leadership Certificate-one of only 64 programs in the United States offering an accredited degree in the profession of selling and has a top ranked podcast called *Sales Acceleration*. Dr. Drew works with organizations and individuals that struggle and transforms them into wealthy professionals. Dr. Drew is the leading international keynote speaker and is often requested by the media. With over 800 articles in sales and selling, 45 audios, and over three decades of sales experience, Dr. Drew has the answers to help your sales career trajectory.