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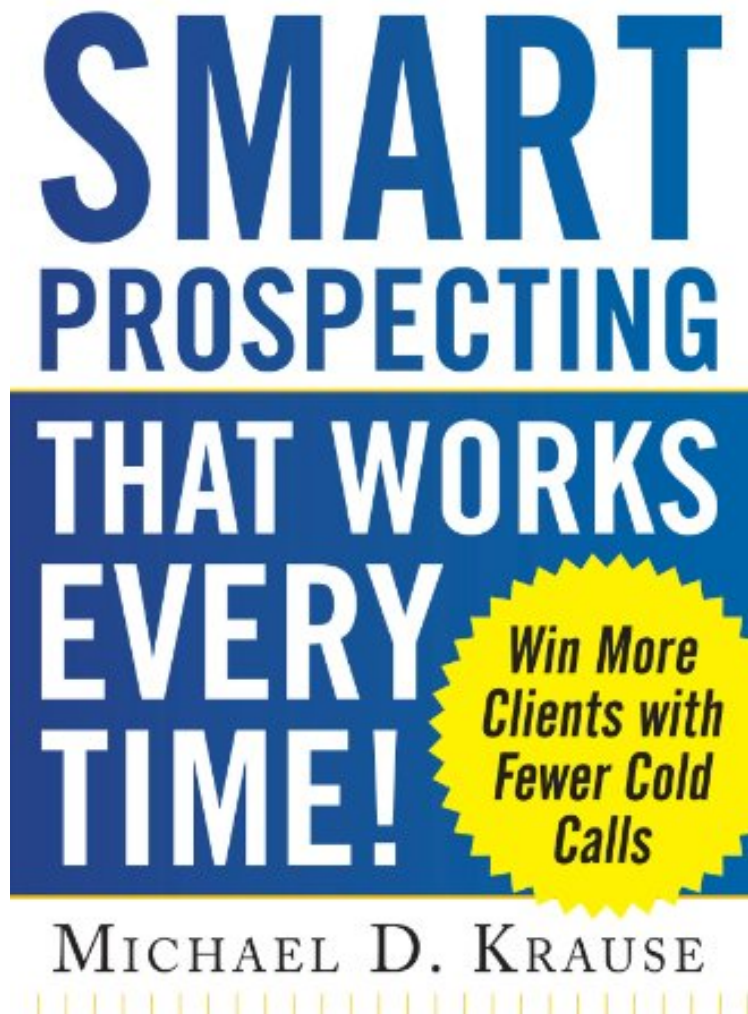
## Smart Prospecting That Works Every Time!: Win More Clients with Fewer Cold Calls (Business Books)

*Michael D. Krause*

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About the Author  
Michael D. Krause is the founder and owner of the sales consultant firm Sales Sense Solutions, Inc., which brings Fortune 500 sales strategies from organizations such as First Data and Lexis-Nexis to midsized and smaller companies.