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~~Sales Manual~~

working copy of your sales manual. TABLE OF CONTENTS Inventory and Description of Tools 3 Features and Benefits 5 Mission Statements 6 Status Quo Probes 7 Standard Probes 8 Emergency and Best-of-All-Possible-Worlds Probes 9 Proof Statements 10 Closes 11 Telephone Scripts 12 90 Second Closes 13

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