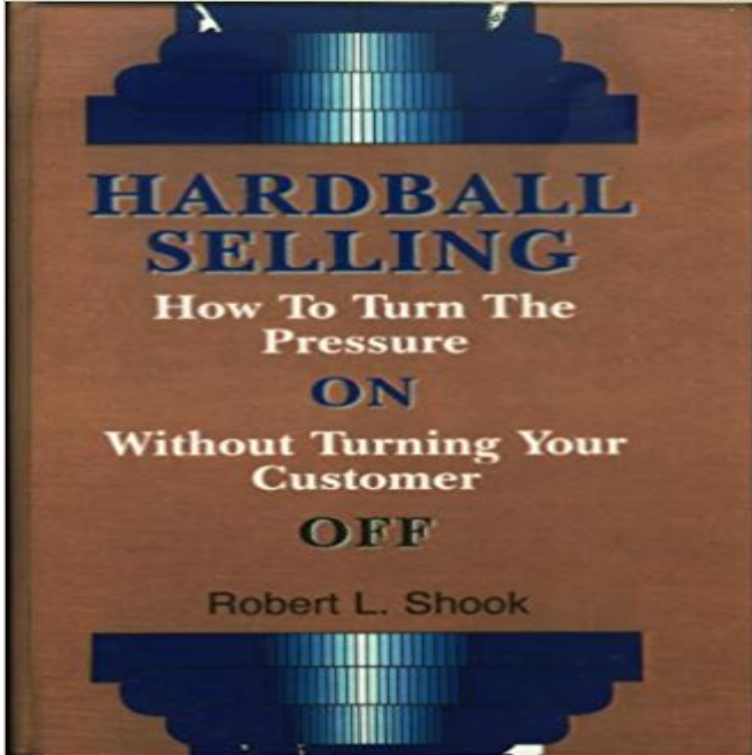


# Hardball Selling: How to Turn the Pressure on Without Turning Your Customer Off



For many companies, 20 percent of their sales force generates 80 percent of their sales volume. The methods described by Shook tell what it takes to be in the elite 5 percent of that top 20 percent, and shows how to control a sale without ever resorting to intimidation or manipulation.

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