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Mark Sellers is the author of The Funnel Principle (3.40 avg rating, 5 ratings, 0 reviews, published 2008), The Upside of Doomsday (0.0 avg rating, 0 rat

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salesperson). Selling is considered by many to be a sort of persuading Every other role is considered support. the salesperson must remember to follow up.

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Mark sellers - the funnel principle

In the recently released book, The Funnel Principle, I make a case for putting a new focus and attention on the sales funnel. What's the rationale behind this?

How to define, fill and measure your sales

The Funnel Principle: What Every Salesperson Must Know About Mark Sellers. Instead of pure selling,

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Author Mark Sellers sets a new standard for the sales funnel with an innovative BuyCycle Funnel design and 8-Step Process for Sales Effectiveness

Mark sellers (author of the funnel principle)

Mark Sellers is the author of The Funnel Principle (3.40 avg rating, 5 ratings, 0 reviews, published 2008), The Upside of Doomsday Mark Sellers s Followers.

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