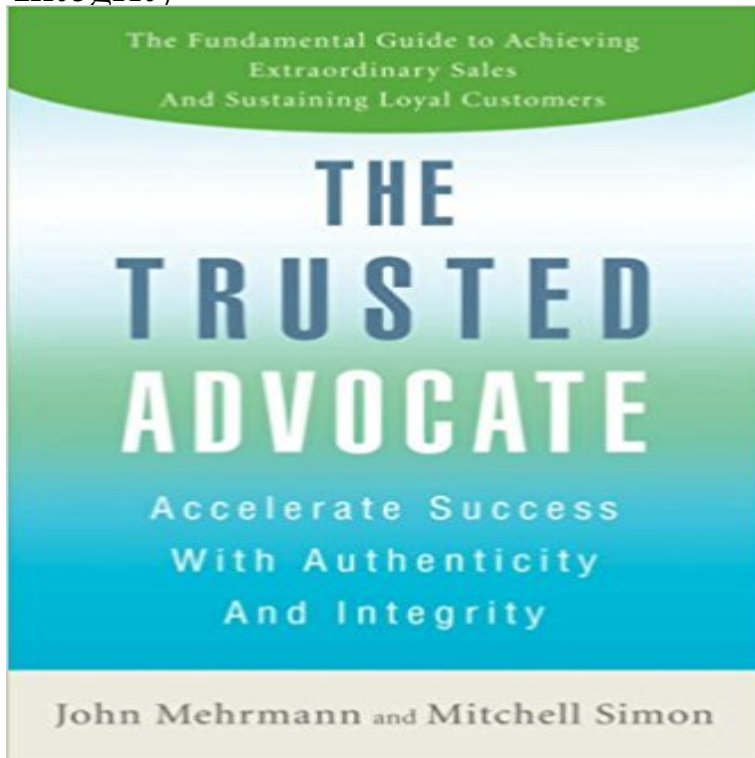


# The Trusted Advocate: Accelerate Success with Authenticity and Integrity



The sales environment has been forever altered by e-commerce and price-centered commodities. Competition has become stiffer, and quotas have become higher. The demand for performance has created brutal pressure in a lonely profession, and increasing the number of cold calls is not enough to survive. Success requires closing a higher percentage of opportunities and growing existing business. But how do you achieve such lofty goals? The Trusted Advocate is a revelation of fundamental principles that empower maximum success through authenticity and integrity. John Mehrmann and Mitchell Simon combine their experience in management and leadership development to provide you with proven, cutting-edge management techniques and leadership skills to unlock individual potential and empower personal success. You'll learn how to: Increase sales and retain loyal customers Train the sales force or train yourself Identify and unleash your talents Turn knowledge into power Build your pipeline Create a revolutionary process Earn a reputation for being trustworthy Designed to revitalize sales professionals, The Trusted Advocate is perfect for managers, coaches, consultants, and trainers to help rapidly accelerate individual or group performance. Use your strengths as your competitive edge, enjoy your profession, and advance your career!

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