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MARVIN MONTGOMERY'S

SALES TIP OF THE WEEK

BROUGHT TO YOU BY ERC



Either you ask for the sale or you don't. Have you ever gone to the beach and observed a reluctant swimmer? They never jump in right away. They usually take several surveys first and depending on the response they may never go in the water. Then you have the other swimmer that immediately runs and jumps into the water without any hesitation or fear of what the outcome may be.

Which one are you, the reluctant closer waiting for something to happen or the fearless closer who is not afraid to jump right in and ask for the business? The choice is yours.

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To book Marvin for your next training session or speaking engagement, contact Chris Kutsko at 440/947-1286 or by e-mail at ckutsko@ercnet.org.

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