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Hank Trisler is the author of No Bull Selling (3.75 avg rating, 4 ratings, 1 review, published 1983), No Bull Selling Hank Trisler's Followers.

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Recommended Books. Here is a list of No Bull Selling. by Hank Trisler, CSP 2nd Edition: Making the Transition from Total Novice to Successful Professional.

Canned pitches! paul castain's sales playbook

This is a guest post from Hank Trisler. I find that most salespeople delivering canned pitches spend more time Control is the name of the game in selling;

No bull selling | the key point

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