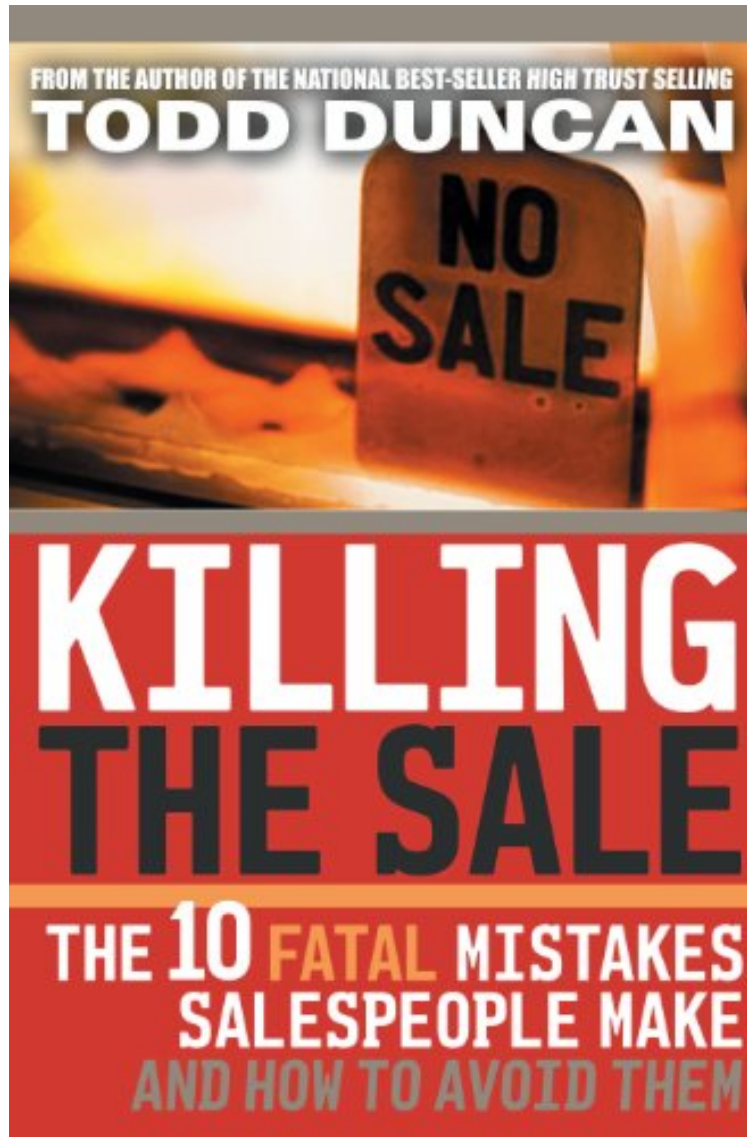


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Killing the Sale: The 10 Fatal Mistakes Salespeople Make and How To Avoid Them

Todd Duncan

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Salespeople are everywhere, selling everything imaginable. Some are making a killing, but a greater percentage end up
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more damaging. But many are fatal to a career. Duncan addresses these catastrophic mistakes with clarity and
directness. Whether you're a seasoned sales professional or someone considering sales as a career, Duncan's wisdom
can help you avoid errors in perception, practice, and performance that could not only kill a sale but also your career.

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