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new era of value-selling available in their 4th explains, how value can be made tangible by the value quotient and ways to generate rational and emotional ROI for customers through story-telling and relationship benefits. Value is always first on the buyer's mind and the new value-selling concept will dramatically improve your business and show how to respond to the customer of tomorrow. Thomas Menthe (MBA) is a sales expert. experienced seller, recognized speaker and author of many publications about customer value, new ways of selling, selling strategy, leadership and coaching. His best selling book Kundennutzen has sold thousands of copies and others are

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