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## Eagle Engine Sales

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Whether for the newcomer to the vehicle sales industry, the experienced salesperson or the dealership principal

with a well-established business, **Winning Ways in Vehicle Sales** is a highly practical handbook that provides a wealth of hands-on information to catapult any auto sales business from good to great. The book covers the full selling process offering step-by-step guidelines, industry-proven methods and useful tips that will take the salesperson from 'How can I help you?' to closing the deal. The author encourages the salesperson to grow his own business within the bigger business the dealership environment

and also addresses aspects such as the salesperson's personal well-being and interpersonal relationships as key elements to his success.

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