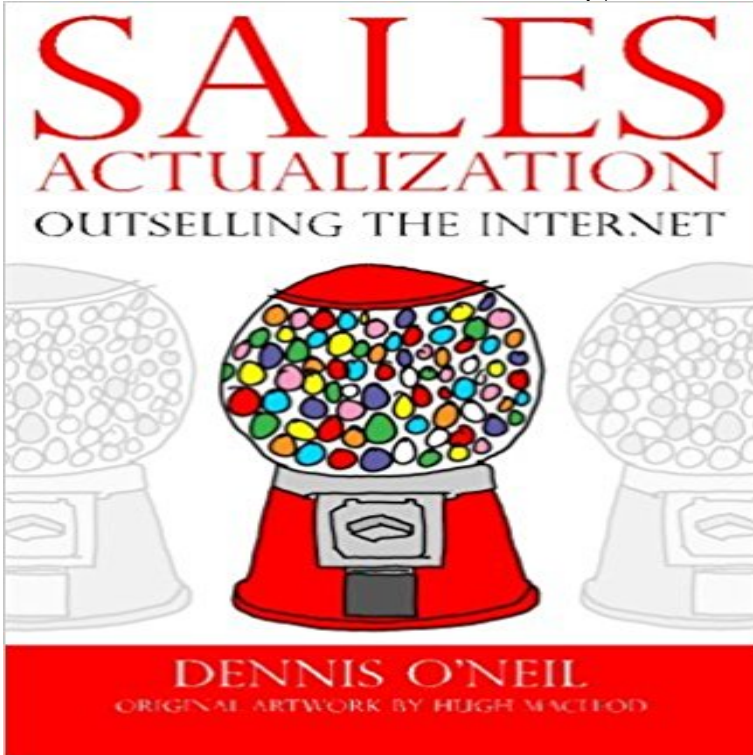


Sales Actualization: Outselling the Internet



With each evolutionary improvement of the Internet, the unique value of salespeople is challenged. Lower performing salespeople and sales positions have been all but eliminated. Sales Actualization organizes the hierarchy of consumer needs and salesperson influence into the Sales Actualization Pyramid and examines technology's influence at each level. Explore how technology is improving its sales game and how the best salespeople utilize the ultimate differentiator to outsell the Internet. Sales Actualization includes original artwork inspired by the manuscript from artist Hugh MacLeod of Gapingvoid.com.

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