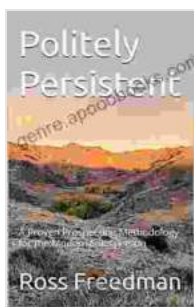


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- **Image 3:** Salesperson using the Proven Prospecting Methodology to identify and qualify prospects



## Politely Persistent: A Proven Prospecting Methodology for the Modern Salesperson

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