



Cars and People: How to Put the Two Together

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Whether you are beginning a new career in automotive sales, have been in the business since birth or are a customer seeking insight into what is behind the smoke and mirrors, *Cars and People; How to Put the Two Together*, is for you. There is more to sales than basics; journey through the behavioral side of the deal. Learn how to control your customer. Understand what a real commitment is. Be prepared to get dirty. You'll be digging up old stereotypes, planting seeds and building rapport. There is no reason for the sale to be so difficult. It's only cars and people. Congratulations! Now you are armed with the tools to put the two together.

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