



The CONNECTION™

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Keep Your Heads Up!

Two salesmen who haven't seen each other in weeks meet in a coffee shop for lunch.

"How's your day?" asks the first salesman.

"Great! I'm following up several good leads; I have a great prospect I'm working with; and I'm waiting on a PO from another client."

"Yeah," says the other salesman, "I haven't sold anything today either."

No wisdom to share this week, just acknowledgement. Sales is a tough business, so hang in there.

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