

the challenger sale ebook

The Challenger Sale Ebook: A Game-Changer in Modern Sales Strategies

the challenger sale ebook has become a pivotal resource for sales professionals eager to transform their approach and boost their success rates. Rooted in extensive research and real-world applications, this ebook unpacks the revolutionary sales methodology known as the Challenger Sale, which has shifted the way sales teams engage with prospects and close deals. Whether you're a seasoned sales veteran or just stepping into the world of selling, diving into this ebook can offer you fresh perspectives and actionable strategies that go beyond traditional sales tactics.

What Is the Challenger Sale Ebook?

At its core, the challenger sale ebook is a comprehensive guide that explores a sales model developed by Matthew Dixon and Brent Adamson. Based on their bestseller book, **The Challenger Sale: Taking Control of the Customer Conversation**, this digital resource breaks down the principles of the Challenger sales approach in an accessible, easy-to-digest format. The ebook often includes case studies, practical tips, and frameworks that help salespeople identify the five types of sales reps and emphasizes why challengers outperform the rest.

The beauty of the challenger sale ebook lies in its ability to blend research-backed insights with real-world applications, making it a must-read for anyone looking to elevate their sales game. It explains concepts like teaching for differentiation, tailoring sales messages, and taking control of the sales conversation in a way that resonates with modern buyers.

Understanding the Core Concepts of the Challenger Sale

The Five Types of Sales Reps

One of the foundational elements discussed in the challenger sale ebook is the classification of sales reps into five categories:

- **The Hard Worker:** Persistent and self-motivated, always willing to go the extra mile.
- **The Relationship Builder:** Focused on building strong personal bonds with clients.
- **The Lone Wolf:** Highly independent and self-confident, often following their own rules.
- **The Reactive Problem Solver:** Detail-oriented and reliable, excels at addressing customer issues.

- **The Challenger:** Assertive and confident, uses insight to push customers out of their comfort zones.

The challenger sale ebook emphasizes that while each type has its merits, challengers consistently outperform others, especially in complex sales environments. This is because they don't just respond to customers' needs — they proactively reshape their thinking and provide fresh perspectives that create value.

Teaching, Tailoring, and Taking Control

Central to the challenger methodology are three pillars:

- **Teaching:** Challengers educate customers by providing unique insights about their business and industry, helping them see problems and solutions they hadn't considered.
- **Tailoring:** They customize their message to align with the customer's specific needs, priorities, and challenges.
- **Taking Control:** Rather than passively following a buyer's lead, challengers confidently drive the sales process and handle objections head-on.

The challenger sale ebook dives into each of these pillars with examples and exercises, helping salespeople practice these skills until they become second nature.

Why the Challenger Sale Ebook Matters in Today's Sales Landscape

In an age where buyers are more informed and empowered than ever, traditional sales approaches often fall flat. The challenger sale ebook highlights how modern buyers want salespeople who add value beyond just presenting a product. They seek partners who challenge their assumptions, provoke new thinking, and guide them toward better business outcomes.

Additionally, the ebook addresses challenges sales teams face, such as overly transactional selling, price wars, and prolonged sales cycles. It offers a fresh perspective by encouraging sales reps to be educators and advisors, rather than just order takers. This shift not only improves win rates but also builds stronger customer loyalty and trust.

Integrating Technology and Data with Challenger Sales

Another compelling aspect the challenger sale ebook touches upon is the integration of digital tools and data analytics to enhance the challenger approach. By leveraging CRM systems, sales intelligence platforms, and predictive analytics, sales professionals can better understand customer pain points and craft sharper insights. This alignment between technology and the challenger mindset creates a powerful synergy that accelerates deal velocity and improves forecasting accuracy.

How to Apply Lessons from the Challenger Sale Ebook in Your Sales Strategy

Reading the challenger sale ebook is just the beginning. To truly benefit, sales teams need to apply its principles strategically.

Step 1: Identify Your Sales Rep Profiles

Start by understanding where your team members fit within the five sales rep archetypes. This helps in recognizing who naturally embodies the challenger traits and who might benefit from coaching to adopt this style.

Step 2: Develop Insight-Led Messaging

Work on crafting messages that teach customers something new about their business. Use industry trends, data, and customer-specific insights to make your conversations more compelling.

Step 3: Role-Play Taking Control

Encourage reps to practice guiding conversations assertively. Role-playing objection handling and steering discussions toward outcomes builds confidence and control.

Step 4: Tailor Content for Different Stakeholders

Recognize that each decision-maker in a buying group has unique priorities. Customize your approach for economic buyers, technical evaluators, and end users to increase relevance.

Step 5: Leverage Technology

Use sales enablement tools to analyze customer behaviors and track engagement. This data-driven approach complements the challenger methodology by making insights more precise.

Additional Resources and Benefits of the Challenger Sale Ebook

Many versions of the challenger sale ebook come bundled with worksheets, quizzes, and video tutorials that deepen understanding. Some editions also include access to online communities where

sales professionals share experiences and best practices. These resources make it easier to internalize the challenger sales mindset and foster continuous improvement.

Moreover, organizations that embrace the challenger sale ebook's teachings often see improvements beyond just sales figures. Enhanced collaboration between marketing and sales, more focused sales training programs, and stronger customer relationships are common positive side effects.

Who Should Read the Challenger Sale Ebook?

While sales reps are the primary audience, the ebook is equally valuable for sales managers, business leaders, and marketers. Sales managers can use it to coach their teams more effectively, while marketers can align campaigns to support challenger selling by crafting educational and provocative content. Even executives benefit by understanding how challenger sales transform their revenue engines.

The challenger sale ebook is not just a manual; it's a mindset shift that influences how organizations approach revenue growth and customer engagement. For anyone serious about advancing their sales career or driving company performance, it offers a blueprint that stands out in the crowded world of sales literature.

In essence, embracing the challenger sale ebook means stepping into a role where you don't just sell products—you lead customers to better decisions and lasting partnerships.

Frequently Asked Questions

What is 'The Challenger Sale' ebook about?

The Challenger Sale ebook explains a sales approach that focuses on teaching, tailoring, and taking control of customer conversations to challenge their thinking and drive sales success.

Who are the authors of 'The Challenger Sale' ebook?

The ebook was written by Matthew Dixon and Brent Adamson, sales experts from the Corporate Executive Board (CEB).

What are the five types of sales reps described in 'The Challenger Sale'?

The five types are The Hard Worker, The Challenger, The Relationship Builder, The Lone Wolf, and The Reactive Problem Solver, with The Challenger being the most effective according to the book.

How does 'The Challenger Sale' differ from traditional sales methods?

Unlike traditional methods that focus on relationship-building, The Challenger Sale emphasizes

teaching customers new insights, tailoring messages, and assertively guiding the sales process.

Is 'The Challenger Sale' ebook suitable for beginners in sales?

Yes, the ebook provides foundational concepts and practical strategies that can benefit both beginners and experienced sales professionals.

Can 'The Challenger Sale' methodology be applied to B2B sales?

Absolutely, the methodology is especially effective in complex B2B sales environments where educating and challenging customer assumptions adds value.

Where can I download or purchase 'The Challenger Sale' ebook?

The ebook is available for purchase on platforms like Amazon Kindle, and sometimes offered on the official CEB or corporate websites.

Are there any key takeaways from 'The Challenger Sale' ebook?

Key takeaways include the importance of challenging customer thinking, customizing sales messages, understanding customer needs deeply, and taking control of the sales process to close more deals.

Additional Resources

The Challenger Sale eBook: A Deep Dive into Transforming Sales Strategies

the challenger sale ebook has emerged as a pivotal resource for sales professionals aiming to refine their approach in an increasingly complex market. Rooted in extensive research and practical insights, this eBook distills the core concepts of the Challenger Sale methodology, challenging traditional sales paradigms and advocating for a more assertive, insight-driven engagement with prospects. As sales organizations grapple with evolving buyer behaviors and saturation of conventional tactics, the eBook presents a compelling case for adopting a challenger mindset.

Understanding the Foundations of The Challenger Sale eBook

The Challenger Sale methodology originated from a comprehensive study conducted by Matthew Dixon and Brent Adamson, which identified five distinct profiles of sales representatives: The Hard Worker, The Relationship Builder, The Lone Wolf, The Reactive Problem Solver, and The Challenger. Among these, the Challenger profile consistently outperformed others, particularly in complex B2B

sales environments. The eBook encapsulates this research, offering a structured framework for salespeople to adopt the Challenger approach.

At its core, the eBook emphasizes teaching sales professionals how to deliver unique insights to customers, thereby reframing their understanding of needs and solutions. This goes beyond traditional needs-based selling by proactively educating the buyer on unseen problems and opportunities. The Challenger Sale eBook guides readers through creating constructive tension during sales conversations, steering buyers toward value-driven decisions rather than price-based negotiations.

Key Principles and Concepts Explored

One of the standout features of the Challenger Sale eBook is its clear articulation of the five Challenger attributes that sales reps should cultivate:

- **Teach:** Delivering new ideas and perspectives that challenge the customer's status quo.
- **Tailor:** Customizing sales messages to resonate with different stakeholders.
- **Take Control:** Managing the sales process assertively, especially during discussions on pricing and contract terms.
- **Understanding Customer's Business:** Deeply comprehending the customer's industry and specific challenges.
- **Building Constructive Tension:** Encouraging healthy debate to highlight pain points and solutions.

Integrating these principles into everyday sales practices is a core theme of the eBook, supported by case studies and actionable tips.

Comparative Analysis: Challenger Sale vs. Traditional Sales Approaches

The Challenger Sale eBook draws a stark contrast between the Challenger methodology and traditional relationship-based selling. While relationship-building remains valuable, the eBook argues that it is insufficient alone in today's buyer-centric market. Traditional methods often prioritize rapport and accommodating the customer's stated needs, which may result in commoditized, price-driven deals.

In contrast, the Challenger approach encourages pushing beyond comfort zones—both for the salesperson and the buyer. This often involves:

1. **Reframing buyer perceptions:** Challengers introduce new insights that reshape how buyers view their challenges.
2. **Assertive guidance:** Rather than passively responding, Challengers lead the conversation toward optimal solutions.
3. **Value differentiation:** By teaching customers something new, Challengers can justify premium pricing and reduce discounting.

Data referenced within the eBook highlights that sales reps applying the Challenger model are 54% more likely to outperform their peers, a compelling statistic that has influenced many sales organizations to reconsider their training and hiring strategies.

Implementation Challenges and Considerations

Despite its compelling advantages, the Challenger Sale eBook also acknowledges potential hurdles in adopting this methodology. For instance, sales teams accustomed to consultative or relationship-driven selling may initially resist the more assertive Challenger style. Additionally, effectively teaching insights requires deep industry knowledge and research, which demands time and resources.

The eBook suggests a phased implementation approach, emphasizing ongoing coaching and integration with existing sales processes. It also highlights the importance of organizational support—from leadership endorsement to incentivizing Challenger behaviors through performance metrics.

Features and Benefits Highlighted in The Challenger Sale eBook

One of the key benefits of the eBook is its practical orientation. Beyond theory, it offers:

- Step-by-step guidance for identifying and developing Challenger traits among sales reps.
- Real-world examples that demonstrate how Challenger sellers successfully navigate complex deals.
- Templates and conversation frameworks designed to help salespeople craft compelling teaching moments.
- Advice on tailoring messaging to multiple buyer personas within an organization.

Moreover, the eBook underscores the scalability of the Challenger approach, making it suitable for

various industries and sales cycles, from technology and manufacturing to professional services.

Audience and Market Relevance

The Challenger Sale eBook is particularly valuable for sales leaders, trainers, and individual reps operating in B2B sectors characterized by high-value, consultative sales. Given the shift toward more informed and empowered buyers, the need for differentiated selling strategies has never been more critical.

Marketing teams also find utility in the eBook, as its principles align closely with account-based marketing and customer-centric messaging. By understanding how Challenger sellers engage buyers, marketers can better craft content and campaigns that support the sales process.

SEO and Content Marketing Implications

From an SEO perspective, the Challenger Sale eBook represents a rich source of content that can be leveraged for thought leadership and lead generation. Incorporating keywords such as “challenger sales methodology,” “sales training eBook,” “B2B sales strategies,” and “insight-led selling” naturally into landing pages or blog posts can boost search visibility among sales professionals seeking innovative techniques.

Additionally, the eBook’s actionable insights provide opportunities for repurposing content into webinars, podcasts, and social media discussions, further enhancing organic reach. Its balanced mix of research-backed data and practical advice aligns well with the content preferences of decision-makers researching solutions online.

Potential Critiques and Limitations

While the Challenger Sale eBook has been widely praised, some critics argue that its assertive sales style may not suit all customer cultures or industries, especially where long-term relationships and trust are paramount. The risk of coming across as overly aggressive or confrontational is a concern if the Challenger principles are misapplied.

Furthermore, the eBook's emphasis on teaching and control requires a high degree of skill and preparation, which might overwhelm less experienced salespeople. Organizations must therefore invest in comprehensive training and continuous development to realize the full benefits.

The Challenger Sale eBook does not claim to be a one-size-fits-all solution but rather a transformative approach that must be tailored and adapted to specific contexts.

The discourse around the Challenger Sale eBook continues to evolve as sales landscapes shift toward digitalization and buyer empowerment. Its blend of research, strategy, and practical guidance ensures it remains a cornerstone resource for those intent on mastering modern sales challenges.

[The Challenger Sale Ebook](#)

the challenger sale ebook: The Challenger Sale Matthew Dixon, Brent Adamson, 2012-10-01 THE INTERNATIONAL BESTSELLER: OVER HALF A MILLION COPIES SOLD Matthew Dixon and Brent Adamson share the secret to sales success: don't just build relationships with customers. Challenge them! What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships - and you'd be wrong. Matthew Dixon, Brent Adamson, and their colleagues at CEB have studied the performance of thousands of sales reps worldwide. Their conclusion? The best salespeople don't just build relationships with customers. They challenge them. Any sales rep, once equipped with the tools in this book, can drive higher levels of customer loyalty and, ultimately, greater growth. And this book will help them get there. _____ 'If you wish to become a better sales person, buy and read this book and when you have finished buy The Challenger Customer and read that!' Amazon Reader Review 'I have been in enterprise software sales for 6 years and can relate to so many scenarios described in the book. I have already noticed significant results and improvements' Amazon Reader Review

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the challenger sale ebook: How to Dominate Any Market Turbocharging Your Digital Marketing and Sales Results Lonnie D. Ayers, 2020-05-04 What's the secret to building a successful business? If you're like most entrepreneurs, you would say it's just a matter of finding a need and filling it and you'd be wrong. The most successful businesses master nine common business problems. By identifying these common problems, understanding how they affect your business and then designing and implementing proven solutions for them, you can build a hyper successful business. This book shows you how to select systems to turbocharge your business. It will provide a detailed roadmap for you to follow as you address each problem with the right strategy, tactics and systems to turn each area of your business into a high-performance machine. Whether you are a pre-start up, building your minimum viable product, heading toward IPO, or scaling, this business operating system design will help show you how to succeed, while flying close to the Sun.

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10. Marketing Automation & Tools: Streamline your processes with tools like Google Tag Manager and automation strategies. 11. Influencer Marketing: Build partnerships with influencers to amplify your brand's reach. 12. Web Analytics: Track and analyze your performance with precision to continually improve results. 13. Amazon Marketplace: Unleash the potential of e-commerce by mastering Amazon's marketplace strategies. 14. Website Development & Graphic Designing: Create visually stunning and user-friendly websites that reflect your brand's identity. 15. Advanced Blogging & Content Strategy: Write compelling blogs and implement strategic plans to boost engagement. 16. Affiliate Marketing & Freelancing: Explore additional income streams through partnerships and freelancing opportunities. 17. Sales Mastery & Lead Generation: Perfect the art of selling and generating high-quality leads. 18. Digital Brand Promotion & Personal Branding: Build and promote a digital identity that sets you apart. 19. Search Engine Marketing (SEM) & Link Building: Drive traffic with paid search strategies and strong backlink profiles. 20. Success in Digital Marketing: Discover timeless principles and case studies that guarantee sustained growth. Who Is This Book For? Whether you're a beginner trying to understand the fundamentals or an expert looking to refine your skills, this book caters to all experience levels. Entrepreneurs, business owners, students, freelancers, and marketers will find actionable insights and techniques to elevate their marketing game. Why Choose This Book? Unlike other resources that focus on a few areas of digital marketing, this guide offers a holistic approach. Covering 40 essential categories, it ensures you stay ahead of the curve in every aspect of digital marketing, from social media trends to advanced technical skills. Dive into Digital Marketing: Mastering the Art of Online Growth and embark on a journey to become a digital marketing expert. Whether you're looking to grow your business, boost your personal brand, or build a career in marketing, this book is your one-stop solution. Don't just adapt to the digital world—thrive in it!

the challenger sale ebook: The Sales Innovation Paradox Howard Dover, 2022-10-18 Why can't sales seem to catch up with innovation? In *The Sales Innovation Paradox*, Howard Dover uses his decade of experience as a sales technologist and professor to answer the question: Why has investment in salesperson training and a huge transformation of available technology in the last decade not resulted in more efficacy in the modern sales world for most companies? In addressing this paradox, Dover discusses: How to develop modern sales methods to become a sales disruptor How digital marketplaces have shaken up the classic sales machine How customer behaviors have changed as a result of technology innovations How organizational and environmental obstacles keep the field in the state of paradox If you're an executive who is feeling that your efforts are decreasing in efficacy and that your investment in technology isn't paying off, this book will help you identify the cycles and trends that keep you from achieving your team's full potential. It's time to end the sales innovation paradox for you and your team!

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the challenger sale ebook: Mastering Uncertainty Matt Watkinson, Csaba Konkoly, 2023-03-30 'Mandatory reading. Not just for company founders and leaders, but for anyone wanting

to succeed in our ever-changing world.' Keith Ferrazzi What separates the world's most successful entrepreneurs and business tycoons from the rest? It's not their superhuman intelligence. It's something more fundamental: they understand how to turn uncertainty to their advantage. We all know that the future is inherently unknowable, and yet we behave and plan as though it is. Once we truly understand the nature of uncertainty, though, we can take practical steps to make the most of the opportunities that come our way. In *Mastering Uncertainty* award-winning author Matt Watkinson and investor and entrepreneur Csaba Konkoly offer a masterclass on the workings of luck and probability. They show how to calculate when to make big bets and when to pull back. And they offer supremely practical advice on how we can improve our odds, whether through maximising our networks, learning how to read warning signs, or assessing where best to place our energies. The unforeseen always occurs. *Mastering Uncertainty* shows you how to prepare for it and make the best use of it.

the challenger sale ebook: Social Selling Mastery Jamie Shanks, 2016-08-15 A concrete framework for engaging today's buyer and building relationships *Social Selling Mastery* provides a key resource for sales and marketing professionals seeking a better way to connect with today's customer. Author Jamie Shanks has personally built *Social Selling* solutions in nearly every industry, and in this book, he shows you how to capture the mindshare of business leadership and turn relationships into sales. The key is to reach the buyer where they're conducting due diligence—online. The challenge is then to strike the right balance, and be seen as a helpful resource that can guide the buyer toward their ideal solution. This book presents a concrete *Social Selling* curriculum that teaches you everything you need to know in order to leverage the new business environment into top sales figures. Beginning with the big picture and gradually honing the focus, you'll learn the techniques that will change your entire approach to the buyer. *Social Selling* is not social media marketing. It's a different approach, more one-to-one rather than one-to-many. It's these personal relationships that build revenue, and this book helps you master the methods today's business demands. Reach and engage customers online Provide value and insight into the buying process Learn more effective *Social Selling* tactics Develop the relationships that lead to sales Today's buyers are engaging sales professionals much later in the buying process, but 74 percent of deals go to the sales professional who was first to engage the buyer and provide helpful insight. The sales community has realized the need for change—top performers have already leveraged *Social Selling* as a means of engagement, but many more are stuck doing random acts of social, unsure of how to proceed. *Social Selling Mastery* provides a bridge across the skills gap, with essential guidance on selling to the modern buyer.

the challenger sale ebook: A Critical Examination of the Recent Evolution of B2B Sales Cohn, Joel G., 2024-02-27 The seismic shifts in B2B selling brought about by the recent global pandemic have left scholars grappling with the fundamental question of permanence. As the traditional face-to-face dynamics of B2B sales stand challenged, academic minds seek answers: Are these changes enduring, or will we revert to the familiar norms of in-person interactions? *A Critical Examination of the Recent Evolution of B2B Sales* is a groundbreaking exploration designed for academic scholars seeking clarity in these uncertain times. In the pursuit for understanding, scholars encounter a myriad of questions. What truly transpired in sales activities during the pandemic? Does the surge in virtual selling signify a lasting transformation, or is it merely a temporary adaptation? Critical thinking becomes paramount, necessitating a deep dive into published ideas to discern the strength of conclusions drawn. The academic community grapples with the challenge of scrutinizing the landscape to determine if the changes are indeed permanent and if so, how B2B sales forces can effectively adapt.

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Columbia Business School, and his consulting for businesses around the world, *The Digital Transformation Playbook* shows how pre-digital-era companies can reinvigorate their game plans and capture the new opportunities of the digital world. Rogers shows why traditional businesses need to rethink their underlying assumptions in five domains of strategy—customers, competition, data, innovation, and value. He reveals how to harness customer networks, platforms, big data, rapid experimentation, and disruptive business models—and how to integrate these into your existing business and organization. Rogers illustrates every strategy in this playbook with real-world case studies, from Google to GE, from Airbnb to the New York Times. With practical frameworks and nine step-by-step planning tools, he distills the lessons of today's greatest digital innovators and makes them usable for businesses at any stage. Many books offer advice for digital start-ups, but *The Digital Transformation Playbook* is the first complete treatment of how legacy businesses can transform to thrive in the digital age. It is an indispensable guide for executives looking to take their firms to the next stage of profitable growth.

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the challenger sale ebook: *Sales Terminology and Mastery: Essential Skills and Techniques for Success* Sumitra Kumari, Unlock the secrets to sales success with *Sales Terminology and Mastery: Essential Skills and Techniques for Success*. This sales book is designed to equip sales professionals with the critical sales terminology, skills, and techniques needed to excel in today's competitive market. Sales manager, sales executive, and sales representative terminology *Mastery* is the ultimate resource for understanding the language of sales and mastering the techniques that lead to success. Equip yourself with the knowledge and skills to stand out in the competitive world of sales and achieve your professional goals. This sales terms book equips you with the knowledge to enhance your sales performance and advance your career. Ideal for both newcomers and seasoned professionals.

the challenger sale ebook: *Dealstorming* Tim Sanders, 2016-02-23 Sales genius is a team sport. As a B2B sales leader, you know that by Murphy's Law, despite your team's best efforts, some deals will inevitably get stuck or key relationships will go sour. And too often, it's the most important ones—the last thing you need when millions of dollars are on the line. *Dealstorming* is Tim Sanders's term for a structured, scalable, repeatable process that can break through any sales deadlock. He calls it “a Swiss Army knife for today's toughest sales challenges.” It fixes the broken parts of the brainstorming process and reinvigorates account management for today's increasingly complicated sales environment. *Dealstorming* drives sales innovation by combining the wisdom and creativity of everyone who has a stake in the sale. You may think you are applying teamwork to your challenges, but don't be so sure. There's a good chance you're operating inside a sales silo, not building a truly collaborative team across your whole company. The more disciplines you bring into the process, the more unlikely (but effective!) solutions the team can come up with. Sanders explains his seven-step *Dealstorming* process and shows how it has helped drive results for companies as diverse as Yahoo!, CareerBuilder, Regus, and Condé Nast. You'll learn how to get the right team on board for a new dealstorm, relative to the size of the sales opportunity and its degree of difficulty. The key is adding people from non-sales areas of your company, making them collaborators early in the process. That

will help them own the execution and delivery after the deal is done. The book includes real world examples from major companies like Oracle and Skillsoft, along with problem finding exercises, innovation templates, and implementation strategies you can apply to your unique situation. It's based on Sanders' many years as a sales executive and consultant, personally leading dozens of sales collaboration projects. It also features the results of interviews with nearly two hundred B2B sales leaders at companies such as LinkedIn, Altera and Novell. The strategies laid out in Dealstorming have led to a stunning 70% average closing ratio for teams across all major industries, leading to game-changing deals and long-term B2B relationships. Now you can learn how to make dealstorming work for you.

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