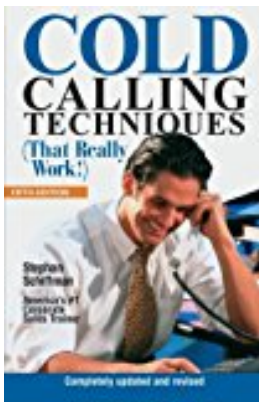


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About the Author Stephan Schiffman has trained more than 500,000 salespeople at such firms as AT&T, Chemical Bank, and U.S. Healthcare. He is president of D.E.I. Management Group and the author of such bestselling books as *Closing Techniques (That Really Work!)* and *The 250 Sales Questions to Close the Deal*. --This text refers to an out of print or unavailable edition of this title.

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