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The Business Edge
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May 27th 2016: Follow Up Strategies That Will Get More Clients and Close More Sales

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Follow up is a fundamental in the sales process, but so often, the neglected fundamental that is a vital part of success. For most, follow up is a hard arduous to do. Wanda Allen with Follow Up Sales Strategies will help you understand how being a master at follow up is merely a matter of having effective habits and good systems in place. Wanda will share the fundamentals of the follow up process which include why using a system is critical for success, follow up systems that do not work, how the right mindset makes the follow up process easier, surprising sales statistics and what results you

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Featured Guest



Wanda Allen

Wanda Allen is a national speaker, coach, author and award winning business owner. She's the author of Follow Up Savvy and Follow Up Sales Strategies. Wanda had a 25 year corporate career where she held the position of Senior Vice President for 15 years. She has a sales background and worked with sales teams throughout her corporate career. She gained extensive training on business development, maintaining client relationships and customer service.

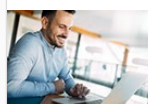
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