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However, if you think about it, the term, "I'm just looking," is not an objection. It is also not a stall. Actually... "I'm just looking," is a literal and logical fact that is a clear and decisive step in the sales process. This step in the sales process also is a good thing

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the sales person.

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No Thanks, Just Looking

How often have you heard that? And what do we do as sales associates? We say something stupid. "No problem. My name is John and if you need anything I'll be over here" "No problem"? Of course it's ...

Word Track For "I'm Just Looking"

Harry J. Friedman's "No Thanks, I'm Just Looking" spills trade secrets. The book on sales training features proven selling techniques for a better sales career.

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