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In a new book entitled The Science of Selling: Proven Strategies to Make Your Pitch, Influence Decisions and Close the Deal Hoffeld argues that numerous studies prove that

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extroverts do not make the best salespeople. The best salespeople (nearly twice as productive in one study) are ambiverts — people who fall in the middle and are neither introverted nor extroverted.

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On When You Present. 4) Share What
Others Are Doing. 5) Reduce
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