

The Feldman Method The Words And Working Philosophy Of The World S Greatest Insurance Salesman

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The "Feldman Method" (which, he admits, he learned from the experiences of others) is essentially procedural. It is a step-by-step, well-planned, logically thought-out pattern for action leading to a sale. Plus an unconquerable desire to win. In this volume, the Feldman Method is presented for the first time in a detailed, organized. fashion.

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Art Analysis: Feldman's method

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