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Reading this isn ' t going to make you a master salesman and is it really going to get you to the yes outcome? Ehh. It ' s good for newer agents to see how educate clients with specific scenarios that come up often

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Well, if we could read our potential clients ' minds, we would see the five questions they use to make their decisions. Five questions? Yes. We will know the exact sequence and importance of these decision-making or decision-breaking questions.

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