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Linda Richardson is founder and executive chairwoman of Richardson, a leader in the global sales training industry, and the author of numerous influential books, including Stop Telling, Start Selling and Sales Coaching.

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For years, Linda Richardson has been one of the top two or three sales training consultants in the world. This is invaluable material and a must-read for anybody who cares about success in selling.

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Linda Richardson's Sales Skills Improvement Book Perfect

Richardson Releases Perfect Selling, a New Sales Skills Improvement Book Written by Linda Richardson Philadelphia, PA July 7, 2008 Richardson, a leading sales training and consulting firm, today announced the release of Perfect Selling: Open the Door, Close the Deal (McGraw-Hill; July; \$19.95), the latest book written by Founder, Linda Richardson.

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About the Author. Linda Richardson is founder and executive chairwoman of Richardson, a leader in the global sales training industry, and the author of numerous influential books, including Stop Telling, Start Selling and Sales Coaching.

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In Perfect Selling , Linda Richardson presents a five step plan for success and suggests that nothing can have a greater impact on increasing sales results than improving what happens when a salesperson and customer are in the moment during the sales call.

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Linda Richardson Sales Tips Sales Advice and Selling

Linda Richardson is the Founder and Chairwoman of Richardson, a global sales training business. As a recognized leader in the industry, she has won the coveted Stevie Award for Lifetime Achievement in Sales Excellence for 2006.

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Richardson's New Book Perfect Selling on the BusinessWeek

Perfect Selling, written by Founder Linda Richardson, has reached the Best Seller List for BusinessWeek magazine, adding to Perfect Selling's appearance on Best Seller List of The New York Times and USA Today.

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