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Lead 7 Mindsets That Will Radically Improve Your Life Right Now Your mindset is as important as your best idea. Develop a good one, and you make everything in your life better immediately.

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A lot's often talked about getting the right mindset for selling. The focus is most often on having a positive outlook, a winning mentality, or even a 'don't take no for an answer' attitude. But I've found that when you're selling consulting services (as I do) or other high value professional services (as my clients do) then there's a different, more important mindset.

Getting The Right Mindset For Selling (and It's Not What ...
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