

"It's not nice to fool Roman numerals—
but it pays to understand it"

For manufacturers'
professional sales representatives
and sales managers

Fine point techniques of successful
INDEPENDENT
MARKETING/SELLING

—with philosophical overtones
as well as bolts-and-nuts

Frank Lebell

Author of
THE MANUFACTURERS' REPRESENTATIVE
PROFESSIONAL SALES REPRESENTATION

Fine Point Techniques Of Successful Independent Marketingselling

Cynthia C. Ryans



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