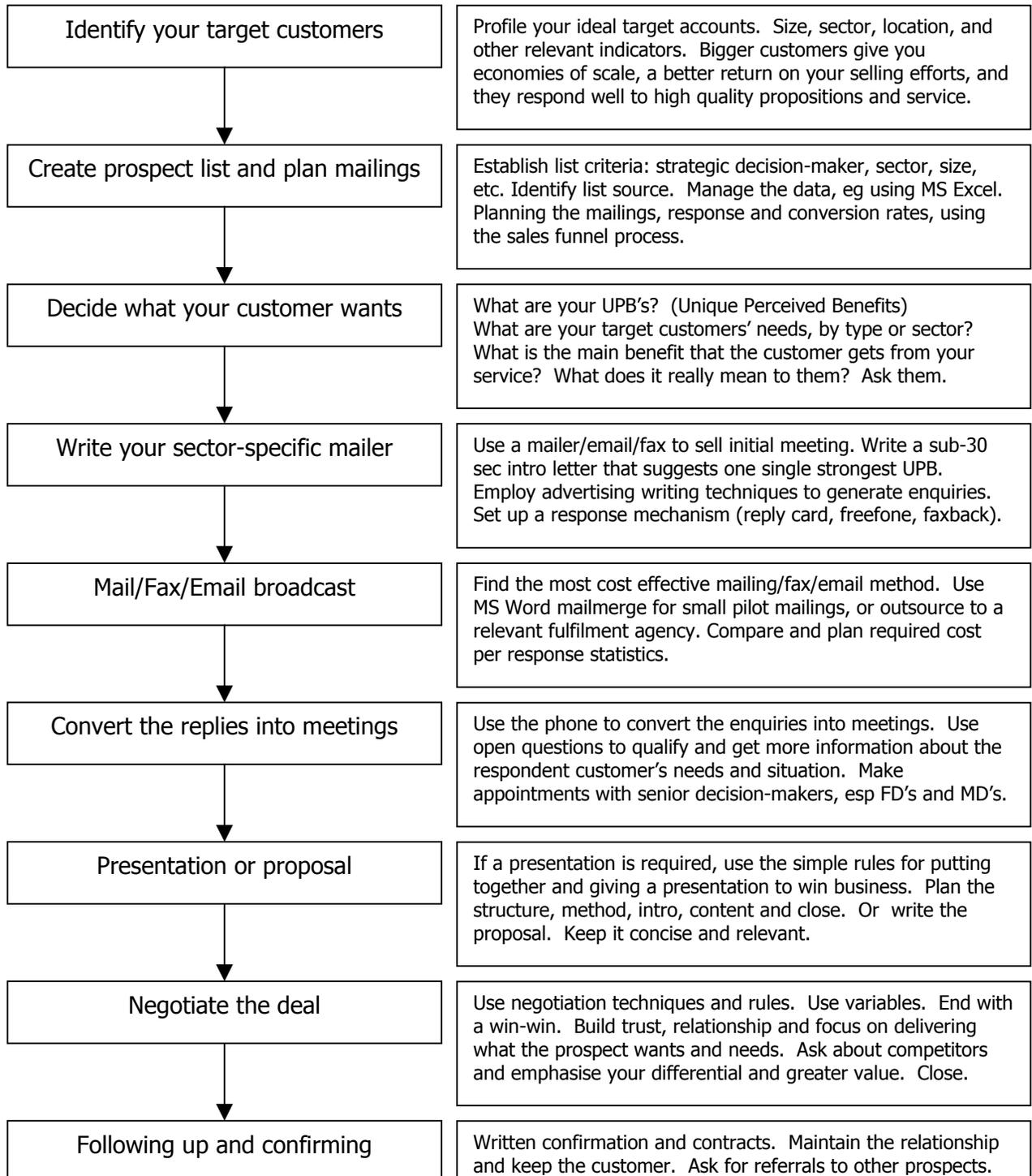


Sales Development Model – (more info at businessballs.com)

This model is a simple and cost-effective process to increase sales, esp B2B, by winning new large, profitable customers. It also encourages the necessary development of the traditional field-based sales-person into an effective *business manager*.



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