

HOW TO GET YOUR COMPETITION FIRED WITHOUT SAYING ANYTHING BAD ABOUT THEM SCHWANTZ R ANDY%0A

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He has written four books, including How to Get Your Competition Fired: Without Saying Anything Bad About Them, www.thewedge.net About Randy Schwantz Schwantz is founder of The Wedge Group.

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These questions will get them to see that they are being underserved and that they would be better off with you without your having said saying anything bad about your competition or telling your prospects how great you are.

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YOU, YOUR PROSPECT & YOUR COMPETITION UNSELLING THE COMPETITION. How To Get Your Competition Fired advances the idea of The Wedge, a sales methodology that not only takes the prospect into consideration, but also places an emphasis on the need to deal with existing incumbent or in-progress competitive pressures.

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