



# Summary: How To Master the Art of Selling - Tom Hopkins: The Secrets of Salesmanship

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## **Summary: How To Master the Art of Selling - Tom Hopkins: The Secrets of Salesmanship**

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**Complete summary of Tom Hopkins' book "How to Master the Art of Selling: The Best Book Ever Written on Selling & Salesmanship".**

This summary of the ideas from Tom Hopkins' book "How To Master The Art of Selling" exposes how the best salesmen employ skills that can easily be understood, learned and applied. Examining every stage of sales and selling, from sales calls to initial meetings, follow-ups and long-term strategies, this useful summary provides you with the tools needed to improve your own sales skills.

### **Added-value of this summary:**

- Save time
- Understand key concepts
- Expand your sales skills

**To learn more, read "How To Master The Art of Selling" and discover how to use your creativity to control your profitability.**

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