

# Authentic Selling How To Boost Your Sales Performance By Being Yourself

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#### Five actions to boost your sales organization's resilience

Five actions to boost your selling, codifying successful sales plays can help sales reps across the organization learn quickly and put into practice what works For example, to be authentic and keep communications from becoming rote and stale, particularly as remote

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practices boost an organization's investment appeal? • What are some corporate examples of culture, values, and ethics statements? Culture, Values, and Ethics know that who they are is becoming just as important as what they are selling Culture, Values, and Ethics 66 | Diversity Primer Diversity Best Practices Corporate Examples

### **Henry Ford and Innovation**

Model T sales rose steadily while the selling price dropped By 1921, half the cars in America were Model Ts, and a new one could be had for as little as \$415 Through these efforts, Ford turned the automobile from an invention bought by the rich into a true innovation available to a wide audience By the 1920s, largely as a result of the

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