

## THE ART OF SELLING TOM HOPKINS PDF%0A

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In 1980, Tom Hopkins wrote about what worked back then for how to sell anything in his book How to Master the Art of Selling. But today, right here in this video and article, I m going to show you how to transform your sales process so you can sell anything in the modern world .

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### **How to Master the Art of Selling Anything Updated**

The Art of Selling Tip 2: Focus on challenges. It's time to focus on the challenges your prospects have. For years and years, we were taught by gurus like Tom Hopkins that our prospects should

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