

**THE ESSENTIAL HANDBOOK  
FOR PROSPECTING  
AND NEW BUSINESS  
DEVELOPMENT**

# New Sales. Simplified.



**MIKE WEINBERG**

FOREWORD BY S. ANTHONY IANNARINO  
author of the award-winning *The Sales Blog*

# **New Sales Simplified The Essential Handbook For Prospecting And New Business Development**

**RJ Shavelson**



**New Sales Simplified The Essential Handbook For Prospecting And New Business Development:**

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