

COMMON- SENSE SELLING

No Smoke

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No Mystique

JOE CASALE

Commonsense Selling No Smoke No Fluff No Mystique

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Common-sense Selling Joe Casale, 1989 Contents The Whys of the Insurance Business The How of Getting Started as an Agent The Ways to Build a Successful Career in Business Index Casale draws on his years as an insurance agent to write this down to earth sales how to designed to inspire his colleagues in insurance **American Bookseller** ,1989 Library Journal ,1990 Includes beginning Sept 15 1954 and on the 15th of each month Sept May a special section School library journal ISSN 0000 0035 called Junior libraries 1954 May 1961 Also issued separately *The Publishers Weekly* ,1989

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