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THE FIRST RULE OF SELLING: HOW STORAGEEMART LED AN INDUSTRY OUT OF RECESSION (PAPERBACK)



Wheatmark, United States, 2013. Paperback. Book Condition: New. 226 x 150 mm. Language: English . Brand New Book ***** Print on Demand *****.Months before the recession began, Tron Jordheim knew something was wrong. StorageMart s sales were down during the busiest season of the year. Conversion rates for rental inquiries had decreased -- and a lot of those inquiries came from people facing foreclosure or eviction. Unlike so many businesses, StorageMart survived the crash . . . and thrived. What...

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- Authored by Tron Jordheim
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