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His observation is that “ buyers are starved for human interaction ” so knowing that, a salesperson with high EQ can better manage the sales conversation, the emotions of both the buyer and themselves, and thereby increase the probability for closing the deal.

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As an admitted fan of Jeb Blount it was with great anticipation that I read through Jeb's eighth sales book - Sales EQ: How Ultra High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal. And I was richly rewarded for my effort. I love this book.

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