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Prospecting—an Introduction Gerhard Gschwandtner, Editor Of Selling Power, Says, “The Main Purpose Of A Salesperson Is Not To Make Sales, But To Create Customers.”<sup>3</sup> Identifying Potential Customers Is An Important Aspect Of The Customer Strategy. In The Terminology ... Jul 20th, 2020 Bio And Keynote Introduction He Is Author Of “High-Profit Prospecting” And “High-Profit Selling: Win The Sale Without Compromising On Price.” He Is Also Co-founder Of OutBound, The Only Sales Conference Focused 100% On Outbound Selling. His Book, High-Profit Prospecting Was Recently Named To The List Of “Top 100 Sales Books Of All Time.” Selling Power Just ... Aug 16th, 2020.

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