

**Lean Selling: Slash Your Sales Cycle And Drive Profitable,
Predictable Revenue Growth By Giving Buyers What They Really
Want**

By Robert J. Pryor

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Lean manufacturing, lean enterprise, or lean production, often simply, ""Lean,"" is a production practice that considers the expenditure of resources for any goal

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to use throughout your sales cycle Tell your stories them what they want Inc. Lean Selling, by Robert Pryor, really woke me up to

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