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Key Concepts from the book Sales EQ by Jeb Blount. Recently I published a Quick Take on the book Sales EQ by Jeb Blount. Below is a table listing the key concepts that Blount introduces in the book. Many of these concepts will be familiar to readers of other books on the subjects of personal development and effective communication.

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intelligence (Sales EQ) to reach ultra-high sales performance the highest earning echelon of the sales profession. Jeb believes, correctly so, that ultra-high sales performance begins taking control of your emotions and mastering the psychology of influence within the scope of the sales and buying processes. Selling is

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