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Keith has written several best sellers on time management, cold calling and closing the sale, including the globally acclaimed Coaching Salespeople into Sales Champions, winner of Five International Best Book Awards and rated the #1 book on sales coaching.

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Coaching Salespeople into Sales Champions is your playbook to creating a thriving coaching culture and building a team of top producers. This book is packed with case studies, a 30 Day Turnaround Strategy for underperformers, a library of coaching templates and scripts, as well as hundreds of powerful coaching questions you can use immediately to coach anyone in any situation.

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