

*"If you want to earn the trust of your customers, I suggest you read this book."
— Jeffrey Gitomer, bestselling author of *How to Win Friends & Influence People**

TRUST- BASED SELLING



Using Customer Focus and
Collaboration to Build
Long-Term Relationships

Charles H. Green

creator of the bestselling *The Trustad Advantage*

Trust Based Selling

Brendan G. Carr



Trust Based Selling:

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