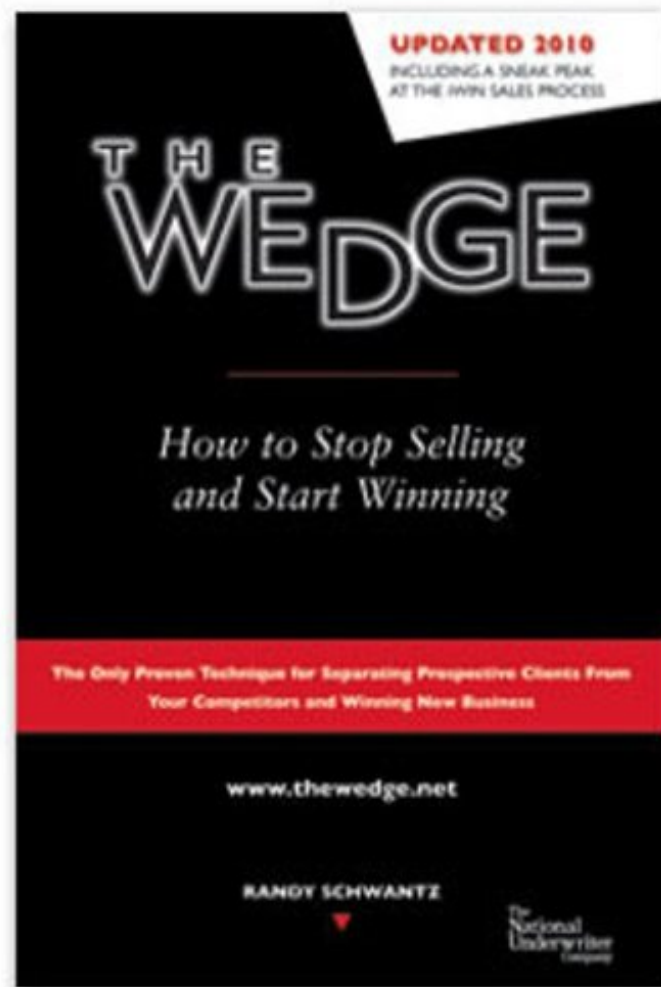


[Read free] The Wedge

## The Wedge

Randy Schwantz

*\*Download PDF / ePub / DOC / audiobook / ebooks*



DOWNLOAD



READ ONLINE

#550053 in eBooks 2012-01-02 2012-01-02File Name: B006YZN6OWlist\_price | File size: 60.Mb

**Randy Schwantz : The Wedge** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Wedge:

7 of 7 people found the following review helpful. Same as all his other booksBy Jared TraumI first read How To Get Your Competition Fired and loved it. I recently bought (and returned) The Wedge. It is almost an exact duplicate of How To Get Your Competition Fired. There are a few areas where he says things a bit differently but it's basically the same.I have a feeling The Wedge for Financial Advisors is the same as well. He has one good idea and seems to be rehasing it with different titles, but it's all the same concept. I'd say to get How To Get Your Competition Fired and the Red Hot Introductions book and you'd be set.0 of 0 people found the following review helpful. Fun read, reasonably helpfulBy CustomerGreat read, but not 100% applicable to the real world.0 of 0 people found the following review helpful. Insightful and informativeBy thepaupersgirlVery well thought out book. Insightful and informative. Highly recommend this to anyone who is interested in being a more competitive person.

The Wedge offers a powerful, proven technique to distinguish you from the incumbent agent and help you win new business. You will dramatically increase your "win ratio" and add satisfied clients to your book of business by researching a potential client, building rapport, and discovering the client's inner dissatisfaction in the current relationship. Learn Why Traditional Selling Doesn't Work Learn What You Need To Know To Win Rapport, Discovery, Differentiation The Six Steps of The Wedge Wedge Scripting Aids and More!