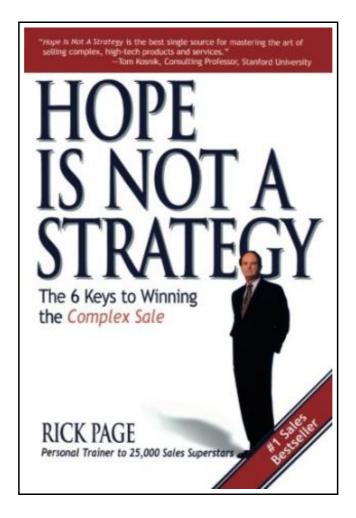
# Hope is Not a Strategy: The 6 Keys to Winning the Complex Sale



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(Lavina Torp)

### HOPE IS NOT A STRATEGY: THE 6 KEYS TO WINNING THE COMPLEX SALE



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