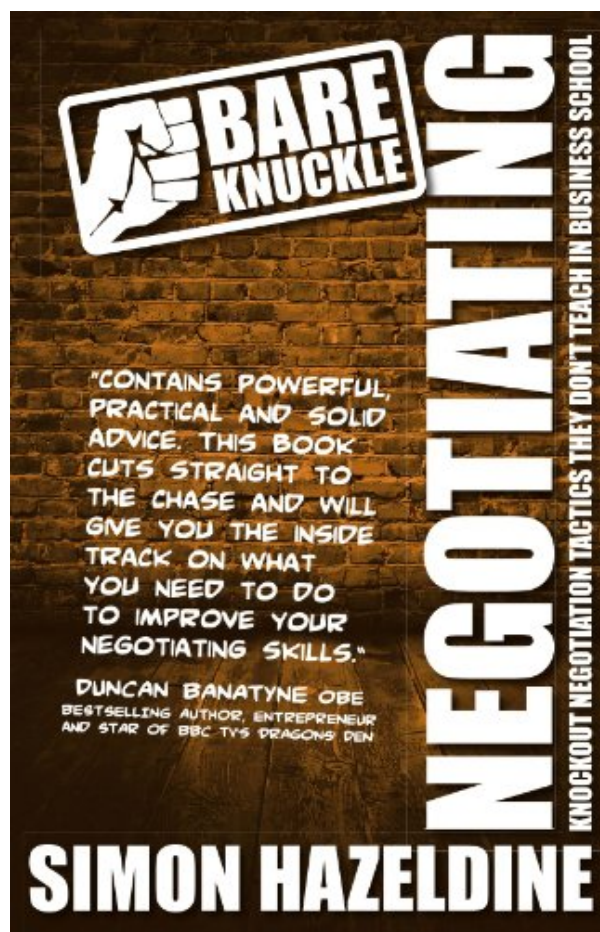
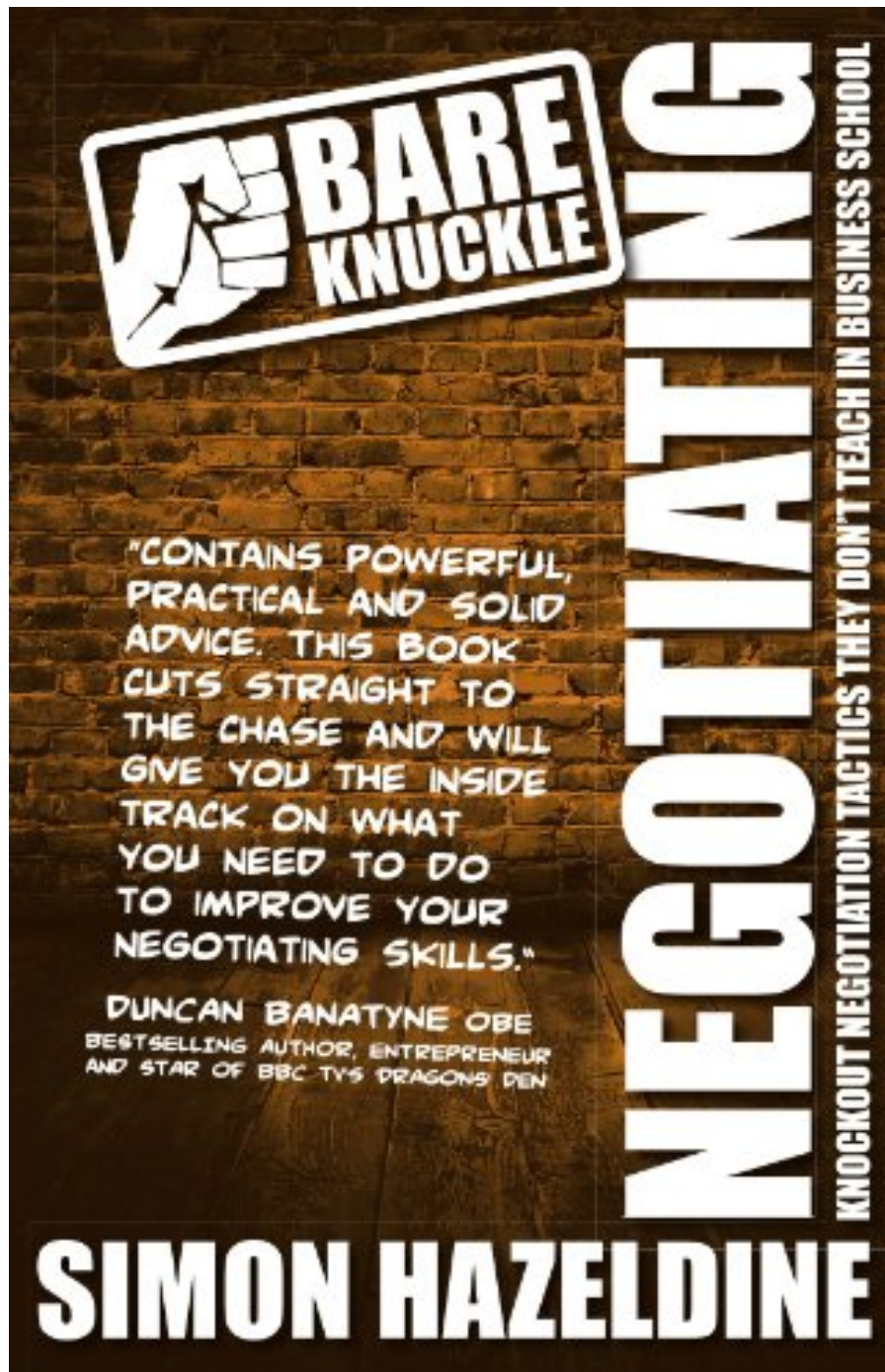


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## About the Author

Simon Hazeldine has worked with FTSE 100 companies and multi-national corporations as a salesman, sales trainer and sales manager. His negotiation skills training programmes have been used in 28 countries throughout the world. His first book in the series, *Bare Knuckle Selling*, achieved critical acclaim from his peers. Simon Hazeldine has a Masters Degree in the psychology and management of performance and is a Fellow of the Institute of Sales & Marketing Management. He is also Certified as a Master Practitioner and Trainer of NLP (Neuro Linguistic Programming).

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