



# High Trust Selling: Make More Money in Less Time with Less Stress

*Todd Duncan*

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Do you feel like your career exists somewhere between your last sale and your next one? Are you always searching for the way to bridge the gap and create long-term success? Does it seem that somehow your life is only about your ability to perform on the job?

For too long you have bought into the idea that the business you do and the life you lead are completely separate. What Todd Duncan has learned in his twenty-two years of sales is the polar opposite: When you discover how to connect who you are and what you are about in your selling career, the results will be phenomenal and long-lasting.

No matter what industry you work in or what type of sales position you hold, adopting the practical principles in *High Trust Selling* will open the door to a new way of thinking and a life beyond your wildest expectations.

“Long-term sales success happens when high trust exists—when you are a trustworthy salesperson running a trustworthy sales business, and when it’s clear to your clients that you are a person of integrity who will not only do what you say but who also has the means to deliver.” —Todd Duncan

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