

# Secrets Of Question Based Selling Thomas A Freese

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### **THOMAS A. FREESE (AUTHOR OF SECRETS OF QUESTION-BASED SELLING)**

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thomas a. freese is the author of secrets of question-based selling (4.04 avg rating, 284 ratings, 22 reviews, published 1999), sell yourself first (3.59...

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question based selling ( qbs??) is a commonsense approach to sales, based on the theory that ?what? salespeople ask-and ?how? they ask-is more important than anything ...

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about the author. thomas a. freese, based in atlanta, is the founder and president of qbs research, inc., which teaches question based selling to salespeople around ...

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"after i sent my team to the question based selling program, not only was the feedback from the training outstanding, but we experienced an immediate positive impact ...

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