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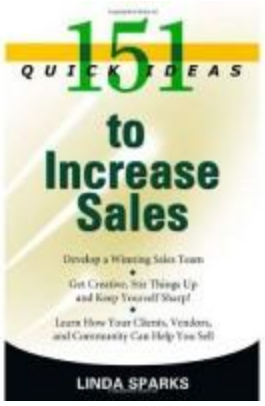

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About the Author
Linda Sparks has spent more than 25 years in the field of sales. She began her career as an outside sales representative, learning to unearth customer needs then sell products and services to meet those needs. In 1990, Sparks founded Performance Development Company, a business consulting and training firm, where she served as president for 10 years. For the last five years, Sparks has worked as an independent consultant, helping her clients take a more integrated approach to business development. She is the co-author of Business Development is Everyone's Business. She and her husband Jim live in Tucson, Arizona.

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