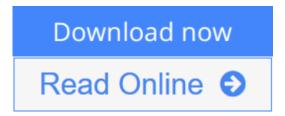


# The Feldman Method, The Words and Working Philosophy of the Word's Greatest Insurance Salesman

By Andrew H. Thomson



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Inside DJ Flap: ....The Feldman Method is a step by step logicall thought out pattern for action leading to a sale. Told for the most part in Feldman's own words, the volume is designed as a handbook for all salesmaen, not just those in life insurance. It is a guide on how to think big, and make sales that count....sale after sale after sale....

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• Sales Rank: #3493657 in Books

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• 227 pages

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