

# Next Level Selling

## Tom Fedro

### Next Level Selling: The Definitive Guide to Closing High Dollar Deals

**Warning:** following the advice within can result in high dollar sales and long term agreements with companies such as American Airlines, Sprint, Halliburton, Comcast, Belkin, GoPro, Cisco, Dell, Western Digital, ASUS, Toshiba, HP, Logitech, LG, Microsoft, Netgear and many others!

#### Start reading now to:

- meet a smart gal named PAM: and learn why finding PAIN, AUTHORITY, and MONEY will assure your next deal;
- find out why adding a Maverick to your sales teams can catapult your sales;
- discover how companies with small marketing budgets can win million dollar deals;
- learn the six steps you should be taking after closing a sale;
- discover how the PAM sales process has identified, closed and delivered high value deals with the largest, most respected brands on the planet;
- and much more!

#### Bestseller Categories:

- #1 in Purchasing & Buying Industry
- #1 in Retailing Industry
- #1 in Education Organizations & Institutions

**Tom Fedro** co-founded and developed the business strategy and operations plan for Paragon Software Group Corp. He has taken one company through the Initial Public Offering (IPO) process and has been a key contributor in 6 mergers and acquisitions that represent over \$700 million in value.

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**Category:** Business

**Paperback:** 162 pages

**Publisher:** Leaders Press

**Published:** June 22, 2019

**Language:** English

**ISBN-10:** 1943386528

**ISBN-13:** 978-1943386529

**Product Dimensions:**

6 x 0.4 x 9 inches

**Shipping Weight:** 8.8 ounces

The guide you need to break into the million-dollar sales club & make it happen. - Kent Savage | Director, Centric Brands