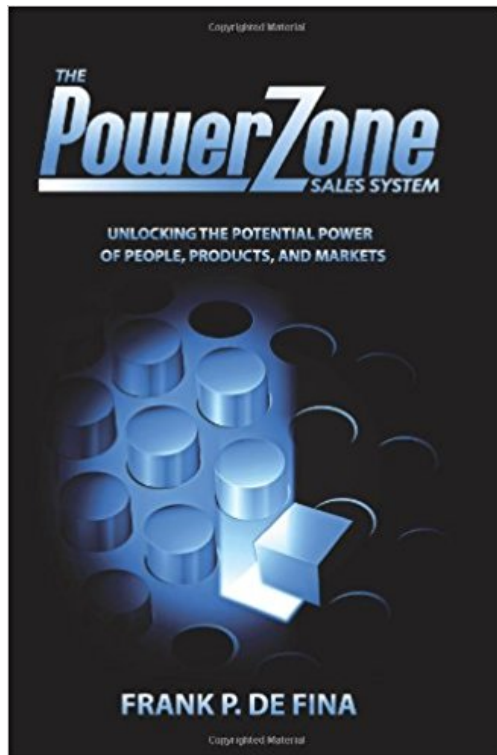


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The PowerZone Sales System by Frank P DeFina offers a succinct new approach to organizing your sales activity to achieve maximum results. Written in clear, concise prose, this handy manual explores what DeFina calls the PowerZone. The PowerZone is the one market, one application and one price point where a product will sell effectively. These PowerZones can be identified through careful analysis, allowing sales forces to increase their sales by focusing on strengths and avoiding areas that lead to failure. Knowing how to locate these PowerZones can shape why some products seem to sell themselves while others sleep soundly in the warehouse. By applying DeFinas principles, you can maximize your sales by focusing your energy on those products, markets, and solutions that leverage your product in the marketplace. Portable and packed with powerful information, The PowerZone Sales System is as essential as your handshake.