

Advanced Selling A Sales App For Sales Leaders 192

Ralph R. Roberts

Advanced Selling For Dummies Ralph R. Roberts, 2011-04-20 Advanced Selling For Dummies® is a terrific resource that can energize your business performance and boost your bottom line. An excellent guide for both seasoned salespeople who want to take their productivity to the next level and small- and large-business entrepreneurs who are missing the advanced selling strategies that they really need to generate business and revenue. This book is packed with practical advice on how to boost sales, productivity and profits through the full-court-press approach to marketing and sales. Unlike other books that claim to reveal the secret to selling, Advanced Selling For Dummies is based on the premise that no single secret exists. You need a positive attitude, a strong work ethic, a creative mind, and the sticktoitism to survive and thrive in today's competitive marketplace. In the book, Ralph R. Roberts and a select group of the top sales people and trainers across the country give readers the necessary tools to become top-producers. Stressing the importance of focusing on your innate skill sets and creating a distinctive brand for yourself, Advanced Selling For Dummies teaches the tricks and habits that can benefit you both in your professional and personal life--things like: · Believing in and motivating yourself · Planning the work and then working the plan · Techniques for honing your sales skills · Hour of Power-100 phone calls, one hour a day · Personal branding through shameless self-promotion · Credibility building through websites, blogging, and social media · Personal partnering for inspiration and accountability · Tapping the un-served and under-served multicultural marketplace · Embracing change and taking risks · Implementing the latest productivity-boosting technologies · Hiring an assistant so you can pursue your passions · Tapping the power of R-Commerce (Relationship-Commerce) Roberts also tackles the process of running a sales operation, which requires deft maneuvering. Here, you'll learn to create solid partnerships with like-minded, talented people; set the right goals and reward yourself properly when you reach them; embrace change in your industry (and the world at large) to grow your business; create your own USP, a kind of personal resume and mission statement; seed your business cards; take a weekly Hour of Power to keep in touch with your contacts; and use the latest technology such as the Internet and blogs to grow sales.

Strikingly Different Selling Dale Merrill, Scott Savage, Jennifer Colosimo, Randy Illig, 2022-01-18 Superior Sales Success #1 New Release in Global, Direct, and Industrial Marketing You are competing with the top salespeople in your industry for the same customers. For each sales opportunity there is only one winner. What separates a "winner" from the rest of the very best and makes them "strikingly different"? Six years of focused research involving more than 2,800 sales professionals from 135 countries reveals the 6 vital skills that separate top sales performers from the herd. Learn what it takes to be that one winner! What really works to stand out and sell more? In their book Strikingly Different Selling, Dale Merrill, Scott Savage, Jennifer Colosimo, and Randy Illig (the sales performance experts at FranklinCovey) reveal the secrets to consistent, predictable sales success. The 6 Vital Skills. The author team found that most consultants and sales professionals believed they were doing a great job in their client interactions. Yet 70 percent of the time client executives felt their meetings with sales professionals were a waste of time. To the authors, this was a major surprise. But, for the "Strikingly Different" sales professionals, there were six things they did to consistently outperform their competitors and radically change their client interactions and results. Go from being just one of the sales crowd to the superior choice. Read Strikingly Different Selling: 6 Vital Skills to Stand Out and Sell More and learn the details behind the 6 skills. The 6 vital skills to stand out and sell more: Capture Attention with Verbal Billboards Create Excitement with Movie Trailers Build Confidence with Flashbacks and Flashforwards Become Essential with "Why Us!"

Differentiators Get Curious and Find the Gaps Navigate Traffic Lights and Close the Gaps If you have found books such as SPIN Selling, The Challenger Sale, To Sell is Human, The Secrets of Closing the Sale, or Start with Why to be useful; then your next read should be Strikingly Different Selling.

Next Level Sales Coaching Steve Johnson, Matthew Hawk, 2020-07-21 Do you remember being in the trenches as a salesperson? What did you think of your sales manager? If you're like many front-line sellers, you probably didn't think she or he was a wonderful example of leadership who could inspire you to do your best in life and in work. The unfortunate truth is that many sales managers—well-meaning though they usually are—lack the skills and know-how to help their sales teams grow and achieve greater success. Over a combined 50 years of experience as salespeople, managers, coaches, and executives, authors Steve Johnson and Matthew Hawk have witnessed the do's and don'ts of top performing sales teams. *Next Level Sales Coaching* is the culmination of their experience. In this book, they distill what they have learned working with organizations like Google, Bank of America, Enterprise Rent-A-Car, and many more. The result is a compendium of best sales coaching practices with the power to make any sales manager into an inspirational and transformational leader. At its heart, this book is about how to integrate a person-centered development mindset into sales environments. Readers will work through practical examples, including a self-assessment, to identify the best way to implement strong coaching programs within their organizations. Each chapter concludes with takeaway questions and tips that sales leaders can use right away. From goal setting to daily sales huddles, and sales development training to analytics, *Next Level Sales Coaching* covers the best practices that readers will want to implement to take sales management to the next level.

What Got You Here Won't Get You There in Sales: How Successful Salespeople Take it to the Next Level Marshall Goldsmith, Bill Hawkins, Don Brown, 2011-09-09 Kick your bad habits—and CLOSE MORE SALES! “I love this book, especially the importance of empathy—care enough about what you are selling to personalize its value to your customer!” —Jim Farley, VP Global Marketing, Ford Motor Company “In over 20 years of sales leadership, I had yet to see someone describe self-improvement through the elimination of existing behaviors rather than the creation of new ones—what a simple, concise, and personally applicable developmental tool. This is a must-read for everyone in sales!” —Chris Richardson, VP Global Sales, Abbott Vascular “Don Brown and Bill Hawkins, collaborating with Marshall Goldsmith’s incredible insight, have created strategy and ideas that will help you grow, sell more, and prosper!” —Jeffrey Gitomer, author of *The Little Red Book of Selling* “What Got You Here Won’t Get You There in Sales! is a practical guide for anyone in sales—they hit the nail on the head! Read this book to learn how to build your relationships with customers while shedding the habits that are holding you back!” —Tom Reilly, author of *Value-Added Selling* “Deep and meaningful connections with people in business can change the trajectory of your career. This is a brilliant playbook for professionals who want to step up their game and truly own their success. I have seen the power of this approach in action—and IT WORKS!” —Rich Daly, Executive Vice President, Takeda Pharmaceuticals About the Book: One of the most influential business coaches of our time, Marshall Goldsmith helps businesspeople pinpoint career-harming behaviors, understand why they engage in them and, most importantly—stop. His book *What Got You Here Won’t Get You There* wasn’t just a runaway bestseller, it has helped untold numbers dramatically improve their careers and personal lives. Now, Goldsmith teams up with leading sales thought leaders Don Brown and Bill Hawkins to help you break the habits that specifically damage sales relationships. This dream team’s combined clients have increased their sales from 5 to 30 percent—and their gross profit up to 50 percent! In short, their approach works. *What Got You Here Won’t Get You There in Sales!* provides simple-to-use tools for maintaining and leveraging quality personal connections by doing something much easier than learning new

behaviors: simply stopping old ones. When dealing with your customers, do you: Needlessly verbalize and execute every possible step in the sales process? Repeatedly initiate communication for no apparent purpose? Attempt to verbally "one up" your customer in conversation? The authors name 16 bad habits in all, and they provide proven techniques for reversing their negative effects by putting them to rest for good. There is no profession that depends more on good relationships than sales. And there's no one more qualified to coach you to create and nurture productive sales relationships than these three authors. You do have the power to change. Let Goldsmith, Brown, and Hawkins help you kick your bad habits to improve relationships, increase sales, and enjoy a more fulfilling, enriching career.

Selling is Everyone's Business Steve Johnson, Adam Shaivitz, 2006-04-14 Close your door. Shut down your e-mail. Let voice mail catch your calls. You're going to want to give this book your full attention. It'll take an hour of your time (okay, maybe two), but it may be the most fruitful hour (or two) you've ever spent. Follow the authors' advice and you can transform your career-and maybe your entire company. -Matt Howard, Pacific Northwest Divisional Director, Premier Banking and Investments, Bank of America Selling Is Everyone's Business demonstrates very well the importance of not going at it alone in sales. The tools in this book will help any sales professional increase their effectiveness as a seller and as a sales coach. This step-by-step guide will help you develop a structured plan that will improve your skills and those of the teammates around you. -Matt Darrah, Senior Vice President, North America Operations Enterprise Rent-A-Car I knew that I would enjoy Selling Is Everyone's Business. I saw how the authors work with sales leaders and knew they had 'street cred.' But the book surpassed my expectations. Anyone who sells for a living or coaches front-line salespeople must read this book. -Tony Rutigliano, VP/Chief Learning Officer, Automatic Data Processing (ADP) I believe everyone wants to be led, regardless of ego, seniority, or expertise level. People are motivated to be led by passionate people. This coaching process gives potential leaders the prescription, tools, resources, and methodology for getting to that level of great, passionate leadership. If you don't change your behaviors after reading this book, then shame on you. -Tom Seitz, Senior Vice President, Managing Director, Wealth Advisory Services, Piper Jaffray

Advanced Selling Strategies ,2004

Level Five Coaching System John Hoskins, 2019-10-11 CSO Insights reported two findings in their 5th annual Sales Enablement study that makes this book a must-read for every sales enablement professional and sales leader.1. The #1 driver of seller engagement was sales management leadership.2. Dynamic coaching showed the greatest impact on performance. This is when the organization follows a formal approach to coaching (one that is documented and fully implemented) plus aligns coaching services to the enablement services provided to sales professionals. This year, organizations that followed a dynamic coaching approach achieved an average win rate of 55.2%, 8.8 points above the study's average. The Level Five Coaching System provides a road map for sales enablement managers and sales leaders to follow when implementing a documented and fully implemented process for coaching and developing preeminent sales teams. This system provides the frontline sales leaders the method, skills, tools, and resources to execute dynamic coaching. This book provides a step by step formula and specific how to's for any sized sales organization to improve win rates, reduce turnover, reduce ramp to productivity time, and meet and exceed your top-line revenue targets.

Your Sales Management Guru's Guide to . . . Recruiting High-Performance Sales Teams Ken Thoreson, 2010-12 Hire the Best, Not Just the Best Available What's the number challenge for sales leaders and sales organizations? Recruiting and hiring top talent. While most sales organizations focus on creating a sales process to increase

sales performance, they fail to develop an effective recruiting and interviewing process that attracts top talent. Then they wonder why their sales training and sales process didn't work! Finally there is a definitive resource designed to help individual sales leaders and entire organizations attract, recruit and hire high-performing salespeople. In *Sales Management Guru's Guide to Recruiting High-Performance Sales Teams* you'll get detailed interview scorecards, interviewing questions, and sample job descriptions. Plus a bonus section dedicated to the new hire on-boarding process. You'll also learn . . . How to develop your ideal salesperson profile How to create a sales candidate funnel Where to find top sales talent Why many sales managers get fired in less than 18 months How an Interview Scorecard screens out the empty suit's How to take emotion out of the interview process Why and how to use a sales case study to evaluate your candidates How to use sales assessments and why they are an important factor in selection How to properly conduct a telephone interview and use scoring list to assess talent How to use social media to evaluate sales candidates And much more . . . Praise for Your Sales Management Guru's Guide If you're a crazy-busy sales manager and constantly worried about reaching your revenue goals, follow Ken Thoreson's savvy advice to create a high-performance sales organization. – Jill Konrath, Author of *SNAP Selling* and *Selling to Big Companies* Ken Thoreson has hit it out of the park with his *Your Sales Management Guru's Guide* series. If you are serious about taking your sales team to the next level read these books! – Jeb Blount, Author of *People Buy You* and *Power Principles About The Author* Ken Thoreson is a sales management thought leader who has a passion for developing and implementing creative sales management strategies designed to build high-performance sales teams. As president of Acumen Management Group he helps clients ranging from early stage to Fortune 500 develop winning sales management strategies.

The Psychology of Selling Brian Tracy, 2006-06-20 Double and triple your sales--in any market. The purpose of this book is to give you a series of ideas, methods, strategies, and techniques that you can use immediately to make more sales, faster and easier than ever before. It's a promise of prosperity that sales guru Brian Tracy has seen fulfilled again and again. More sales people have become millionaires as a result of listening to and applying his ideas than from any other sales training process ever developed.

LinkedIn Sales Navigator For Dummies Perry van Beek, 2018-07-31 Make selling a social affair! The ABCs of sales have changed. It's no longer: A-Always, B-Be, C-Closing. The new way of selling is: A-Always, B-Be, C-Contributing to your buyer's journey. Social selling is an effective way to engage with your customer, and the world's most powerful social selling tool for any B2B sales professional is LinkedIn Sales Navigator. It allows you to gain access to more leads, more InMail, and data to track your efforts. With the help of LinkedIn Sales Navigator For Dummies, you'll learn how to write effective InMail messages and engage with prospects on the world's most successful professional networking site. Along with utilizing those features, you'll also benefit from access to full profiles outside of your network, guidance on how to best optimize your own profile for sales opportunities, and much more. Use lead recommendations to get in front of the right buyer Analyze your social selling efforts with real-time data Reach more leads with customized InMail messages Save 30 - 60 minutes a day previously spent on acquisitions If you're a B2B sales professional who is new to LinkedIn Sales Navigator, this is the one-stop resource you can't be without.

Seven Steps to Success for Sales Managers Max F. Cates, 2015-05-30 Master today's breakthrough strategy for developing and sustaining high-performance sales teams! Long-time sales team leader Max Cates shows how to go far beyond old school, command and control sales management, unleashing the full power and energy of your salespeople through a participatory management approach that works. Drawing on 36+ years of sales and sales management

experience, Cates presents proven tactics for: Developing your own mental toughness, emotional intelligence, strategic thinking, and promotability Becoming a true servant leader in sales: providing the right structure, challenges, respect, involvement, and support Hiring more effective and productive salespeople – including expert tips for interviewing, recruiting, reading body language, using data, and choosing amongst candidates Building winning teams that meet sales objectives and delight customers Empowering sales reps and teams in decision-making that increases sales productivity Measuring individual and team performance towards objectives Keeping people on target without micro-managing them Promoting team growth and continual improvement Leveraging Six Sigma and the Deming Cycle to sustain success, morale, and performance And much more Seven Steps to Success for Sales Managers presents proven sales management tactics in a bulletized format that's easy to read – and just as easy to use. Cates combines decades of in-the-trenches experience with cutting-edge research on the latest sales trends and tactics. Whether you're a working sales manager, VP of sales, account team leader, executive MBA program participant, or aspiring sales manager, this guide will help you build an outstanding team, empower it, and lead it to sustained success.

The JOLT Effect Matthew Dixon, Ted McKenna, 2022-09-20 From the bestselling co-author of The Challenger Sale, a paradigm-shattering approach to overcoming customer indecision and closing more sales In sales, the worst thing you can hear from a customer isn't "no." It's "I need to think about it." When this happens, deeply entrenched business advice says to double down on your efforts to sell a buyer on all the ways they might win by choosing you and your business. But this approach backfires dramatically. Why? Because it completely gets wrong the primary driver behind purchasing decision-making: once purchase intent is established, customers no longer care about succeeding. What they really care about is not failing. For years, sales expert Matthew Dixon has been busting longstanding business myths. Now in The JOLT Effect, he and co-author Ted McKenna turn their trademark analysis and latest research to the vital and growing problem of customer indecision—and offer a shocking new approach that turns conventional wisdom on its head. Drawing on a brand-new, first-of-its-kind study of more than two and a half million sales conversations from across industry, they reveal the surprising truth that high-performing sales reps grasp and their average-performing peers don't: only by addressing the customer's fear of failure can you get indecisive buyers to go from verbally committing to actually pulling the trigger. Packed with robust data, counterintuitive insights, and practical guidance, The JOLT Effect is the playbook for any salesperson or sales leader who wants to close the gap between customer intent and action—and close more sales.

Built to Sell John Warrillow, 2012-12-24 Run your company. Don't let it run you. Most business owners started their company because they wanted more freedom—to work on their own schedules, make the kind of money they deserve, and eventually retire on the fruits of their labor. Unfortunately, according to John Warrillow, most owners find that stepping out of the picture is extremely difficult because their business relies too heavily on their personal involvement. Without them, their company—no matter how big or profitable—is essentially worthless. But the good news is that entrepreneurs can take specific steps—no matter what stage a business is in—to create a valuable, sellable company. Warrillow shows exactly what it takes to create a solid business that can thrive long into the future.

Hoard's Dairyman, 1919

Sales Growth McKinsey & Company Inc., Thomas Baumgartner, Homayoun Hatami, Maria Valdivieso de Uster, 2016-05-11 The challenges facing today's sales executives and their organizations continue to grow, but so do the expectations that they will find ways to overcome them and drive consistent sales growth. There are no simple solutions to this

situation, but in this thoroughly updated Second Edition of Sales Growth, experts from McKinsey & Company build on their practical blueprint for achieving this goal and explore what world-class sales executives are doing right now to find growth and capture it—as well as how they are creating the capabilities to keep growing in the future. Based on discussions with more than 200 of today's most successful global sales leaders from a wide array of organizations and industries, Sales Growth puts the experiences of these professionals in perspective and offers real-life examples of how they've overcome the challenges encountered in the quest for growth. The book, broken down into five overarching strategies for successful sales growth, shares valuable lessons on everything from how to beat the competition by looking forward, to turning deep insights into simple messages for the front line. Page by page, you'll learn how sales executives are digging deeper than ever to find untapped growth, maximizing emerging markets opportunities, and powering growth through digital sales. You'll also discover what it takes to find big growth in big data, develop the right sales DNA in your organization, and improve channel performance. Three new chapters look at why presales deserve more attention, how to get the most out of marketing, and how technology and outsourcing could entirely reshape the sales function. Twenty new standalone interviews have been added to those from the first edition, so there are now in-depth insights from sales leaders at Adidas, Alcoa, Allianz, American Express, BMW, Cargill, Caterpillar, Cisco, Coca-Cola Enterprises, Deutsche Bank, EMC, Essent, Google, Grainger, Hewlett Packard Enterprise, Intesa Sanpaolo, Itaú Unibanco, Lattice Engines, Mars, Merck, Nissan, P&G, Pioneer Hi-Bred, Salesforce, Samsung, Schneider Electric, Siemens, SWIFT, UPS, VimpelCom, Vodafone, and Würth. Their stories, as well as numerous case studies, touch on some of the most essential elements of sales, from adapting channels to meet changing customer needs to optimizing sales operations and technology, developing sales talent and capabilities, and effectively leading the way to sales growth. Engaging and informative, this timely book details proven approaches to tangible top-line growth and an improved bottom line. Created specifically for sales executives, it will put you in a better position to drive sales growth in today's competitive market.

Getting Everything You Can Out of All You've Got Jay Abraham, 2001-10-12 Abraham--trusted advisor to America's top corporations--has written his first major book for anyone seeking fresh ideas on supercharging personal or business success.

Mekeel's Weekly Stamp News I. A. Mekeel, Charles Esterly Severn, Stephen B. Hopkins, 1918

People Buy You Jeb Blount, 2010-06-21 The ultimate guide to relationships, influence and persuasion in 21st century business. What is most important to your success as a sales or business professional? Is it education, experience, product knowledge, job title, territory, or business dress? Is it your company's reputation, product, price, marketing collateral, delivery lead times, in stock ratios, service guarantees, management strength, or warehouse location? Is it testimonials, the latest Forbes write up, or brand awareness? Is it the investment in the latest CRM software, business 2.0 tools, or social media strategy? You could hire a fancy consulting firm, make the list longer, add some bullet points, put it into a PowerPoint presentation, and go through the whole dog and pony show. But at the end of the day there will be only one conclusion... None of the above! You see, the most important competitive edge for today's business professionals cannot be found on this list, your resume, or in any of your company's marketing brochures. If you want to know the real secret to what matters most in business, just look in the mirror. That's right, it's YOU. Do these other things matter? Of course they do, but when all things are equal (and in the competitive world we live in today, things almost always are) People Buy You. Your ability to build lasting business relationships that allow you to close more deals, retain clients, increase your income,

and advance your career to rise the top of your company or industry, depends on your skills for getting other people to like you, trust you, and BUY YOU. This break-through book pushes past the typical focus on mechanics and stale processes found in so many of today's sales and business books, and goes right to the heart of what matters most in 21st century business. Offering a straight forward, actionable formula for creating instant connections with prospects and customers, People Buy You will enable you to achieve a whole new level of success in your sales and business career. You'll discover: Three relationship myths that are holding you back Five levers that open the door to stronger relationships that quickly increase sales, improve retention, increase profits and advance your career The real secret to making instant emotional connections that eliminate objections and move buyers to reveal their real problems and needs How to anchor your business relationships and create loyal customers who will never leave you for a competitor How to build your personal brand to improve your professional presence and stand-out in the market place People Buy You is the new standard in the art of influence and persuasion. Few books have tackled the subject of interpersonal relationships in the business world in such a practical and down-to-earth manner, breaking what many perceive as a complex and frustrating process into easy, actionable steps that anyone can follow.

Real Results in a Virtual Economy: How to Future-Proof Your Business Shane Gibson, Denis Cauvier, 2021 We are in a time of unprecedented and accelerated change. While industry leaders have proactively chosen to become digital-first enterprises, many are struggling with how to navigate the virtual economy. Can they lead their organizations through rapid changes and trends such as the rise of remote workers and remote customers? The great news is that the technologies needed to future-proof your business already exist. They are reliable, tested, user-friendly, and affordable even for SMEs. The real challenge is the cultural change required to truly adapt to a digital-first mindset and a digital-first strategy. International leadership and talent management expert Dr. Denis Cauvier has teamed up with sales thought leader Shane Gibson to provide leaders with a well-rounded, proven, and practical approach to building a digital-first enterprise and business growth strategy. This book covers...-How to capitalize on the global virtual economy.-The Digital-First METRICS Model tool to measure and improve your digital performance.-How to attract, select, onboard, develop, lead, and engage remote and virtual teams.-The 13 big virtual sales trends and how to profit from them.-The Virtual Sales Professional Competency Map for selecting and developing high-performance sales professionals.-How to build a strong brand in a noisy virtual economy.-How to unlock the power of ecommerce platforms and marketplaces.-How to select the right HR, Sales, Remote Working and Cybersecurity technology tools.

International Competitiveness in Electronics Congress of the U.S., Washington, DC. Office of Technology Assessment, 1983 This assessment continues the Office of Technology Assessment's (OTA) exploration of the meaning of industrial policy in the United States context, while also examining the industrial policies of several U.S. economic rivals. The major focus is on electronics, an area which virtually defines high technology of the 1980's. The assessment sets the characteristics of the technology itself alongside other forces that exert major influences over international competitiveness. Specific areas addressed include: electronics technology; structure, trade, and competitiveness in the international electronics industry; quality, reliability, and automation in manufacturing; role of financing in competitiveness and electronics; human resources (education, training, management); employment effects; national industrial policies; and U.S. trade policies and their effects. The report concludes by outlining five options for a U.S. industrial policy, drawing on electronics for examples of past and prospective impacts, as well as on OTA's previous studies of the steel and automotive

industries. A detailed summary and introductory comments are included. Also included in appendices are case studies in the development and marketing of electronics products, a discussion of offshore manufacturing, and a glossary of terms used in the assessment. (JN)

Immerse yourself in heartwarming tales of love and emotion with Explore Love with its touching creation, **Advanced Selling A Sales App For Sales Leaders 192**. This emotionally charged ebook, available for download in a PDF format (Download in PDF: *), is a celebration of love in all its forms. Download now and let the warmth of these stories envelop your heart.

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Advanced Selling A Sales App For Sales Leaders 192 Introduction

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computer or smartphone and an internet connection, you can access a vast library of resources on any subject imaginable. Whether you're a student looking for textbooks, a professional seeking industry-specific manuals, or someone interested in self-improvement, these digital resources provide an efficient and accessible means of acquiring knowledge. Moreover, PDF books and manuals offer a range of benefits compared to other digital formats. PDF files are designed to retain their formatting regardless of the device used to open them. This ensures that the content appears exactly as intended by the author, with no loss of formatting or missing graphics. Additionally, PDF files can be easily annotated, bookmarked, and searched for specific terms, making them highly practical for studying or referencing. When it comes to accessing Advanced Selling A Sales App For Sales Leaders 192 books and manuals, several platforms offer an extensive collection of resources. One such platform is Project Gutenberg, a nonprofit organization that provides over 60,000 free eBooks. These books are primarily in the public domain, meaning they can be freely distributed and downloaded. Project Gutenberg offers a wide range of classic literature, making it an excellent resource for literature enthusiasts. Another popular platform for Advanced

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