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3. Saying It Softly a. "Imagine..." is soft and effective Get your customer to imagine their life with your products...create rich and colorful images, ideas and possibilities. Ex: Imagine having the opportunity to create a legacy with your kids, grand kids, etc. on their desire for only the healthiest foods.

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Selling it Softly by Sue Rusch is a book all direct sellers and party plan professionals need to read. Her style teaches you how to sell with confidence.

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