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He is the author of the best-selling "Persuasive Business Proposals," "The Giants of Sales," and "The Language of

Success". As the founder of The Sant Corporation (now Qvidian), Tom invented the

Proposing to Win - SLO STC

Needs: The customer's key business needs, problems, issues, pains, or opportunities; the drivers behind the deal.

Outcomes: The positive impact that will come from meeting