



# **Selling to VITO the Very Important Top Officer: Get to the Top. Get to the Point. Get to the Sale.**

*Anthony Parinello*

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## **Selling to VITO the Very Important Top Officer: Get to the Top. Get to the Point. Get to the Sale.**

Anthony Parinello

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You'll stop:

- wasting your precious selling time with 'non-decision' makers
- getting any rejection whatsoever from gatekeepers
- working your keester off for itsy, bitsy sales
- losing sales that you thought you were going to win
- not making your sales quota

You'll start:

- making sales that are up to 65 percent bigger
- cutting your sales cycle in half
- getting as much as 120 percent more add-on business from your existing customers
- getting VITO to VITO referrals worth pure gold
- making the income that you really deserve

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