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Go Sell. Go Serve. Monte Rose distills two decades of sales experience as a producer, manager and executive in the reverse mortgage business. The essence of success in this market is presented in three strategic phases - Getting to the Kitchen Table, At the Kitchen Table and After the Kitchen Table and designed to help individuals and sales organizations achieve predictable productivity. This book unveils key concepts, strategies, and basic tools to build and accelerate your practice as a reverse mortgage professional.

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