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The inspiration for Zero-Resistance Selling is psycho-cybernetics guru Maxwell Maltz. Although Maltz died in 1975, the book is written in Maltz's voice by five sales and psycho-cybernetics experts: Dan S. Kennedy, William T. Brooks, Matt Oechsli, and Jeff Paul and Pamela Yellen.

### **Zero Resistance Selling: Maxwell Maltz: 9780735200395**

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to make \$250 a day for 20 straight days in a row. You might say \$250 is not a lot of money to make in a single day in S&P futures, but the point is for these students to learn to have realistic, attainable goals that are reachable. Once theyâ€™ve reached these goals, they can strive to have somewhat larger ones.

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