

*A Better  
Way  
to Sell,  
Lead,  
and  
Influence*

# ~~UN~~RECEPTIVE

Tom Stanfill

A PDF COMPANION TO THE AUDIOBOOK

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ISBN 978-1-4002-2581-1 (eBook)

ISBN 978-1-4002-2580-4 (HC)

Library of Congress Control Number: 2021942226

Printed in Italy

21 22 23 24 25 LSC 10 9 8 7 6 5 4 3 2 1

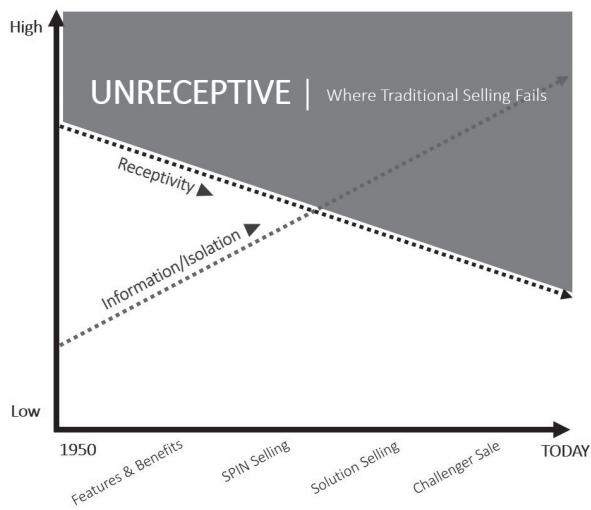


FIGURE 1

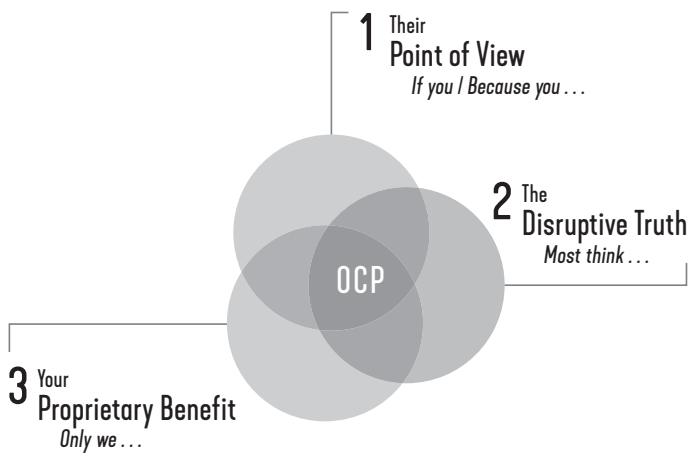


FIGURE 2

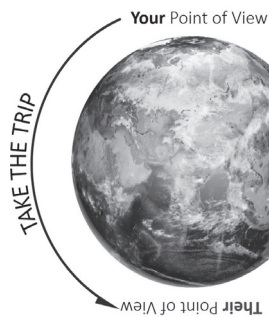


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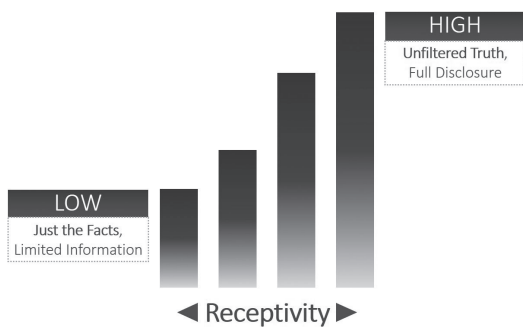


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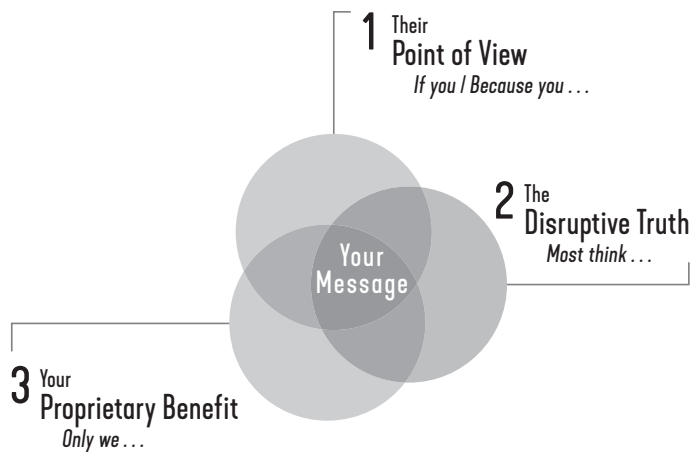


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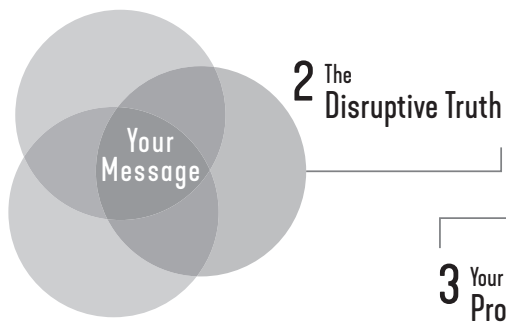


FIGURE 6

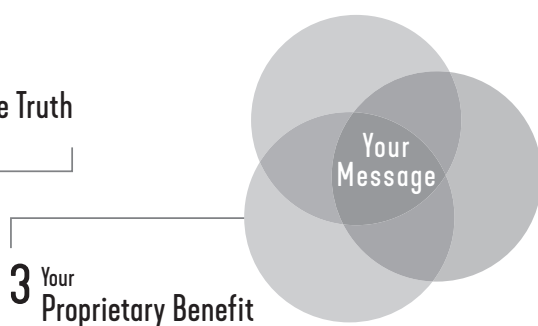


FIGURE 7